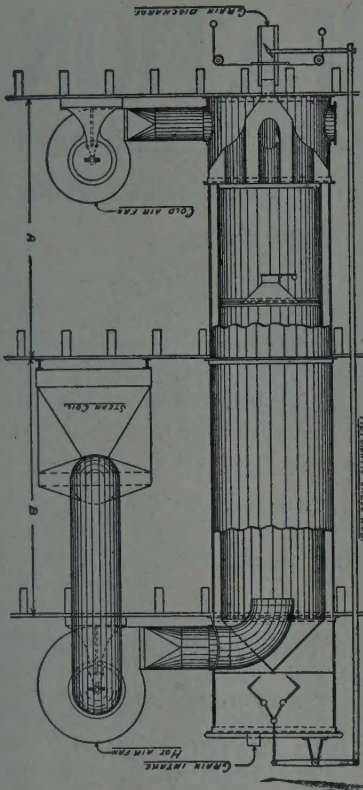




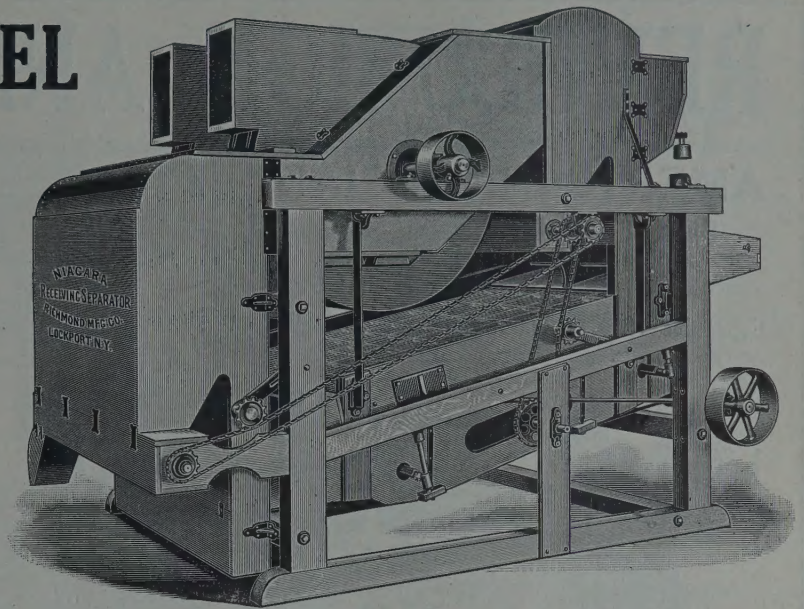
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Will remove from grain any percentage of moisture desired. Hot or cold air or both can be used.

Built for any capacity.

Guaranteed satisfaction.

Hundreds in daily use.



NIAGARA RECEIVING SEPARATOR

Especially adapted for cleaning all kinds of grain. Steel sieves. Deep ring oiling boxes. Cleaners that keep the sieves clean at all times.

Built of steel, wood, or wood covered with steel, in capacities from 30 to 4000 bushels per hour.

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BUY INTERNATIONAL SUGAR FEED IT WILL INCREASE YOUR TRADE

International Sugar Feed Co.,
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Gentlemen—Please ship me promptly one car International Sugared Dairy Feed. I have them all coming our way on your Feed. I have been trying to get the trade of one of our best dairymen for over a year and about a month ago got him started on your Feed. He now says it is the best feed he ever used and is buying all his feed from me, while formerly he did all his buying from another dealer.

Yours very truly,
J. T. DARNIELLE.

**IF YOU ARE LOOKING FOR A TRADE WINNER, WRITE US.
WE GIVE EXCLUSIVE AGENCY.**

INTERNATIONAL SUGAR FEED CO.

MILLS AT MINNEAPOLIS, MINN., and MEMPHIS, TENN.

REVOLUTION AND REVELATION

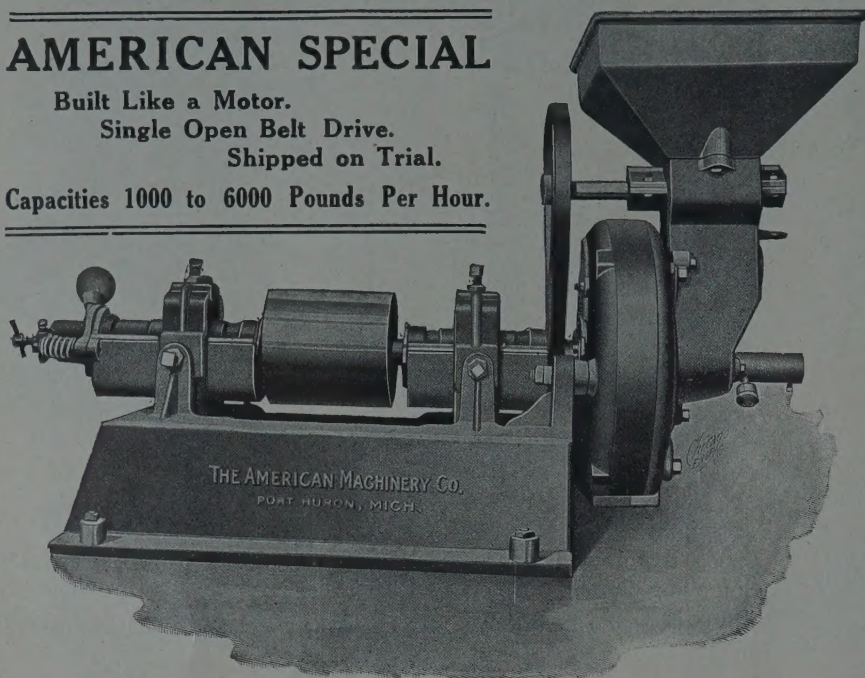
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Built Like a Motor.

Single Open Belt Drive.

Shipped on Trial.

Capacities 1000 to 6000 Pounds Per Hour.



In Feed Grinding as Evidenced by Letters and References from Hundreds of Operators.

WHEN THE AMERICAN SPECIAL will grind screenings so as to destroy the weed seed, rice hulls, oat hulls, corn bran, wheat bran, you cannot but admit that it will grind oats, barley, rye, peas, corn, cob meal or anything that will make feed.

NO CONTRACT—SIMPLY A LETTER giving us permission to make shipment—you operate for 30 days after installation, then let us know if you are satisfied.

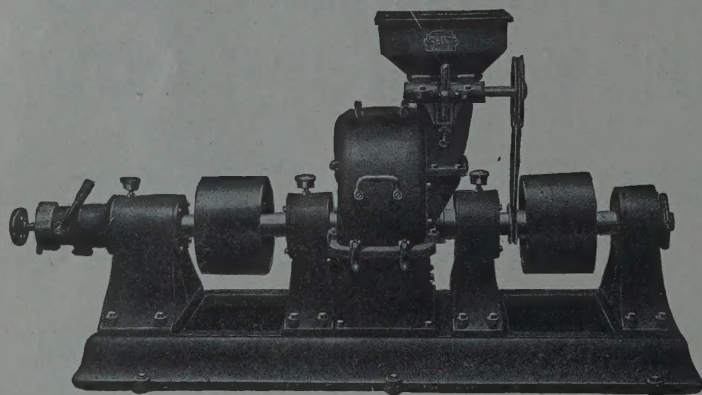
Your claims covering fineness, uniformity, softness and coolness as well as saving 1-3 of our power, are more than lived up to.

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We would like to send you complete descriptive matter of our feed mill outfit, giving references from parties who are satisfied where they were formerly using the best makes of other grinders.

THE AMERICAN MACHINERY COMPANY, PORT HURON, MICH.
FLOUR MILL AND FEED EQUIPMENT A SPECIALTY.

Power Saved—Capacity Increased



The Monarch Ball Bearing Attrition Mill

marks one of the greatest advances ever made in the work of feed grinding. It is absolutely guaranteed to reduce the power cost one-third, or to increase the capacity by that much. And it frequently exceeds the guarantee.

Write us today for full information.

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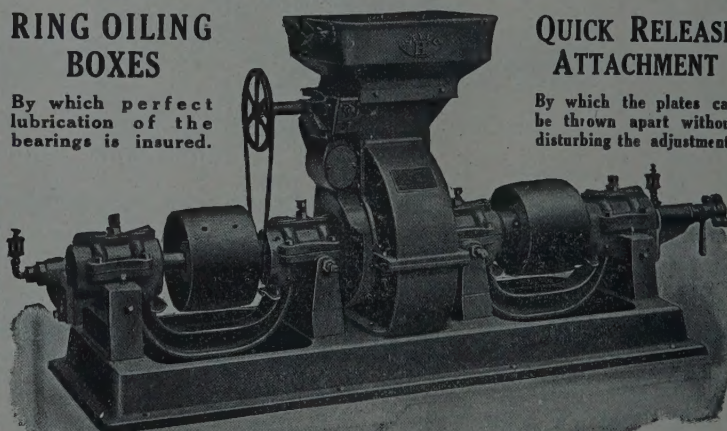
*Quality and Capacity Can't Be Equaled
The Best Corn and Feed Grinder on Earth*

RING OILING BOXES

By which perfect lubrication of the bearings is insured.

QUICK RELEASE ATTACHMENT

By which the plates can be thrown apart without disturbing the adjustment.



SPRING COLLAR

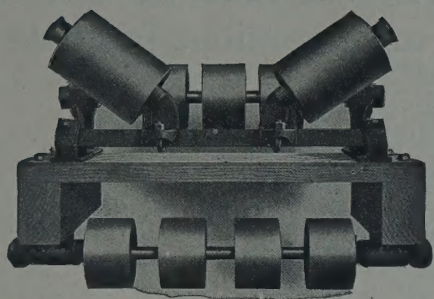
By which the plates are prevented from striking together when hopper is empty.

IMPROVED AUTOMATIC FEEDER

By which the grain is easily conveyed to the grinding plates, making a positive and noiseless feed.

MADE EXCLUSIVELY BY

MUNSON BROS. COMPANY
UTICA, N. Y., U. S. A.



Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies. Send for Catalog 34.

H. W. Caldwell & Son Co.

Chicago, Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street

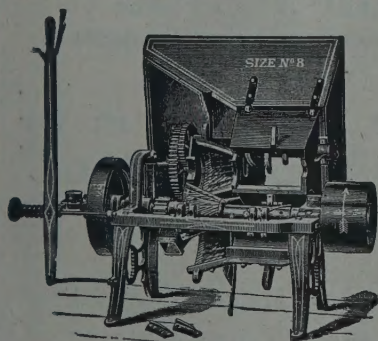
Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

THE N. P. BOWSHER CO., South Bend., Ind.

The King Buckhorn Machine

is the best on earth

Ask us about it

Manufactured by

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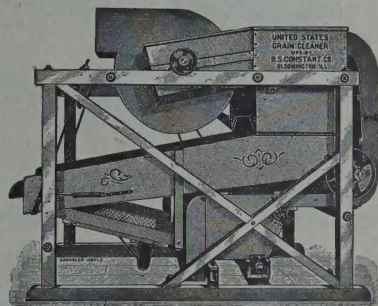
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The U.S. Grain Cleaner

For Corn and Oats

Will clean wheat when a wheat screen is provided.

New Tossing Movement and Device which turns the cobs and shucks over and saves all the corn, also the screenings.

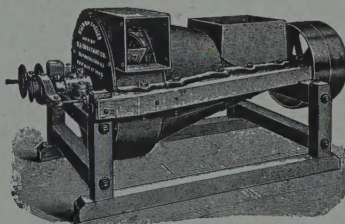


Notice that the cleaned grain leaves the Cleaner under the center, making it very convenient to spout in any direction.

Easily and cheaply installed. Simply spout the corn and cob to the Cleaner and the automatic spreader takes care of it.

No Bracing necessary. Bolt it to the floor and Block against the pull of the Belt.

The U. S. Corn Sheller



Our No. 1 and 2 on a wood frame with separate fan and Lock Wheel Adjustment always gives

Entire Satisfaction.

It saves time and money when installed or repaired.

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Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

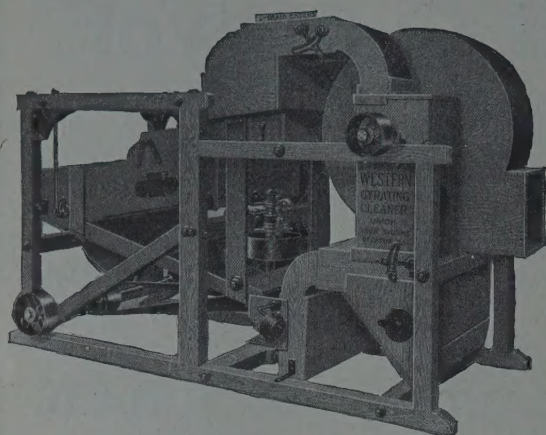
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The Western Gyrating Cleaner

when another Corn Crop must be taken care of, and reports from most sections indicate a good yield.

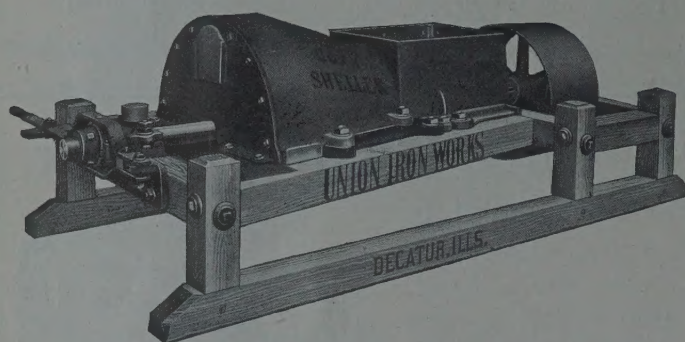
Are you prepared to handle your share of it?

Is your equipment in first-class condition?

NOW IS THE TIME TO INVESTIGATE.

You never lost any money investigating.

A WESTERN Sheller or Cleaner



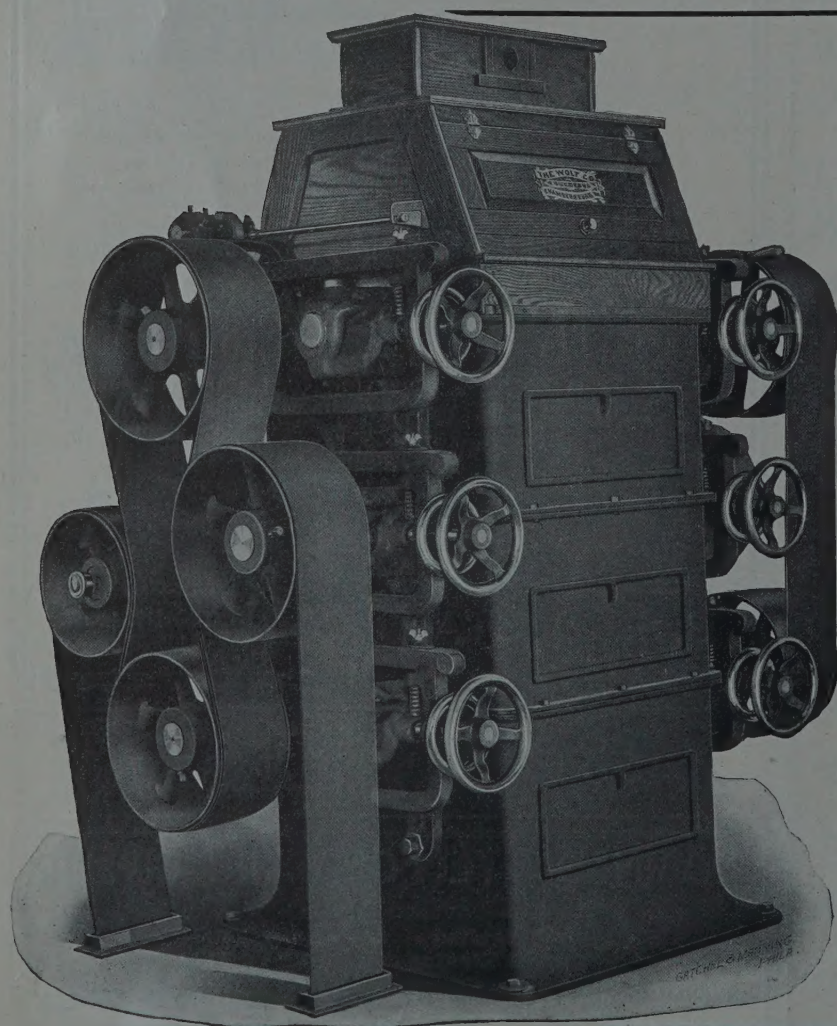
The Western Regular Warehouse Sheller

often pays for itself the first year in increased profits. How about your buckets, belting, loading spouts, etc. Remember, we are prepared to furnish anything needed from pit to cupola.

Write for Catalog today. It's FREE.

UNION IRON WORKS
DECATUR, ILL.

1221-1223 Union Avenue, Kansas City, Mo.



Ever do grinding with the Wolf Three Pair High Roller Mill?

**Not to have done so is to
not know the perfection
of feed grinding.**

This mill consists of three pairs of corrugated rolls mounted one above the other for feed and chop grinding, the material being gradually reduced by each pair of rolls.

Light Running—Perfect Work

Send for descriptive circular

THE WOLF CO.
Chambersburg, Pa.

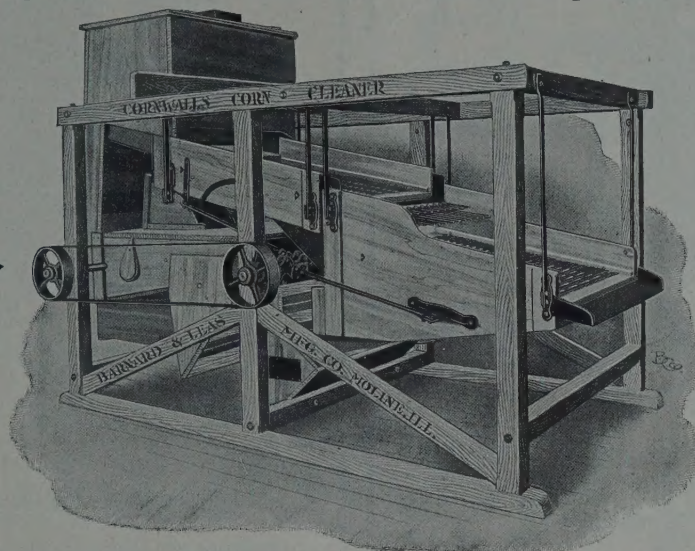


Two Machines in One



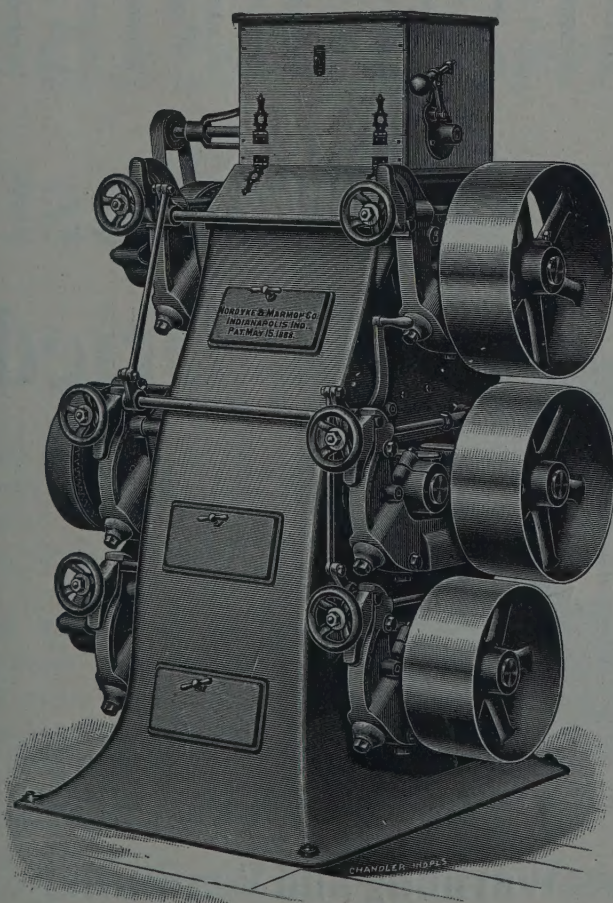
The Cornwall Corn Cleaner

has no equal for cleaning corn after it leaves the sheller. Its patent finger sieve will not clog.



But it can also be used for cleaning other kinds of grain, such as wheat, oats, etc., by changing sieves. Thus it is a receiving separator as well as a corn cleaner. Its other valuable features are fully described in our latest catalogue. We also make the Victor Corn Sheller and a complete line of Grain Cleaning Machinery and Supplies.

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Mill Builders and Mill Furnishers



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is by no means the cheapest mill on the market when first cost is considered. But in economy of maintenance and power it cannot be equaled. Add to these qualities its great capacity and remarkable ease of operation, and just there lies the reason why

N. & M. Co. Six Roller Mills

are without rival. It is the only Six Roller Mill in which the belt strain rests on the bottom of the bearings, where it really belongs. It is the mill which will go on from month to month giving the same sure service, always dependable and reliable.

Sixty Years America's Best

Nordyke & Marmon Company

America's Leading Flour Mill Builders

Established 1851

INDIANAPOLIS, IND.

NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

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Shippers
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Collect
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—
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No
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Economical
to
Install



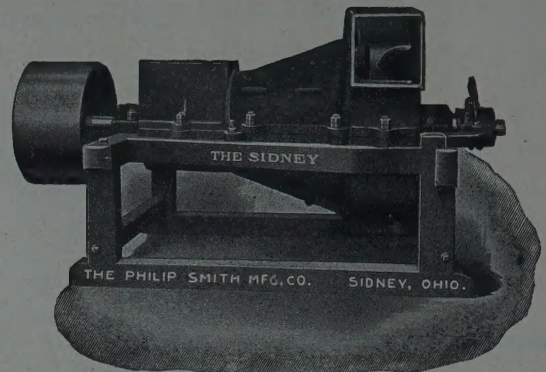
PORTABLE BAGGER

Write for Catalog.

No Bother
to
Operate
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Never
Gets Out
of
Order
—
Will Not
Rust
or
Wear Out
—
60 Days'
Trial

National Automatic Scale Co.
Bloomington, Illinois

THE SIDNEY FAN DISCHARGE CORN SHELLER



Patented December 1, 1908.

WE have many points of advantage over other shellers discharging in same manner. In case of breakage each casting is separate and less expensive to repair. All parts are made heavy, making it more durable. Compare our weights with other shellers. Using the very best iron, shelling surface chilled, insuring durability. Fan discharge separate from cylinder on shaft. Either style knockers, right or left hand, discharging over or underneath, to suit location; no expensive hopping; can be set on a level with boot, avoiding a pit or tank. Drive pulley on either end; unless otherwise specified we place same on hopper end. Guaranteed to give satisfaction and do the work required. Will not crack the grain. Provided with adjustable attachment, so that the cylinder can be adjusted to the condition of the corn while the sheller is in motion.

Furnished with either screw feed knockers or conveyor feed, side feed hopper, right or left. Unless otherwise ordered we ship knocker feed with straight hopper.

We manufacture Shellers, Cleaners, Drags, Dumps, Manlifts, Etc. You will find some of our machines in your vicinity, no matter where you are. Write us for complete catalog and prices.

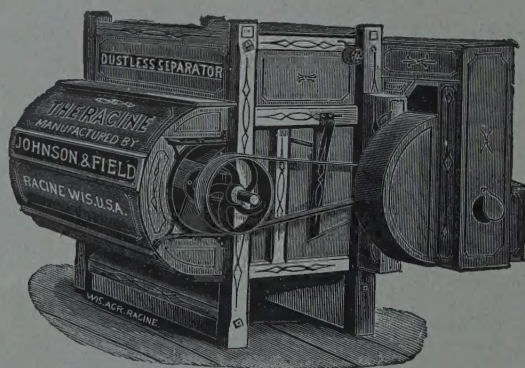
THE PHILIP SMITH MFG. CO.
SIDNEY, OHIO

A COMPLETE STOCK CARRIED AT ENTERPRISE, KAN.

YOUR GRAIN

Will Always Grade if Cleaned With a
Racine Dustless Separator

because it has both a blast and a suction which, working together, produce results that would be impossible with a machine having only blast or only suction.



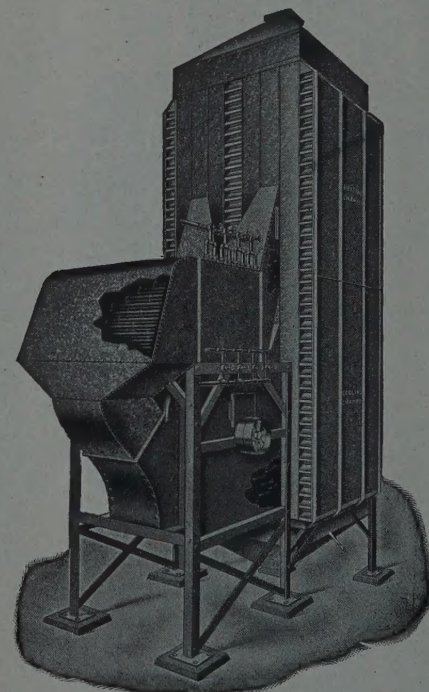
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JOHNSON & FIELD MFG. CO., Racine, Wis.
Manufacturers of Farm and Warehouse Mills

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Best Dried



HESS GRAIN DRIERS are used everywhere, by Grain Handlers, large and small.

We make small sizes for country elevators and large ones for terminal elevators; eight regular sizes in all.

No. 3 Ideal HESS Drier and Cooler.
The Car-load a Day size.

Send for Booklet.

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Grain
Commission Merchants

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TOTAL CAPACITY, 3,575,000 BUSHELS

We solicit your consignments and orders in futures. Wire
for our quotations if you want to buy or sell
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ARMOUR Grain Co.

GRAIN DEALERS

CONSIGNMENTS SOLICITED.
This department is fully equipped
in every way to give the very best
service in Chicago.

137 So. La Salle St., CHICAGO

Oats - Corn Barley

**The
Quaker Oats
Co.
Buyers**

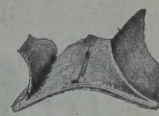
Chicago - Illinois

*You know all about rubber belting
that—*

Separates in the plies like this 



Splits in the seams like this 



*and fails you long before it is actually
worn out in service.*

WE CAN CONVINCE YOU THAT OUR

"R. F. & C."

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**SOLID WOVEN
RUBBER BELT**

FOR

Grain Elevating and Conveying

IS IN EVERY FEATURE SUPERIOR
TO EVERY OTHER RUBBER BELT
and will SAVE you MANY DOLLARS
IN YOUR OPERATING EXPENSES.

WRITE NOW for Samples, Testimonials and Further Information.

W. H. SALISBURY & CO., Inc.

MANUFACTURERS AND DISTRIBUTORS

High Grade Leather & Rubber Belting
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"Oldest Belting and Rubber House in the West"

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GRAIN AND SEEDS

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Therefore every policyholder is vitally interested in the size of his dividend (deducted every six months from the assessment levied). These dividends may be increased by

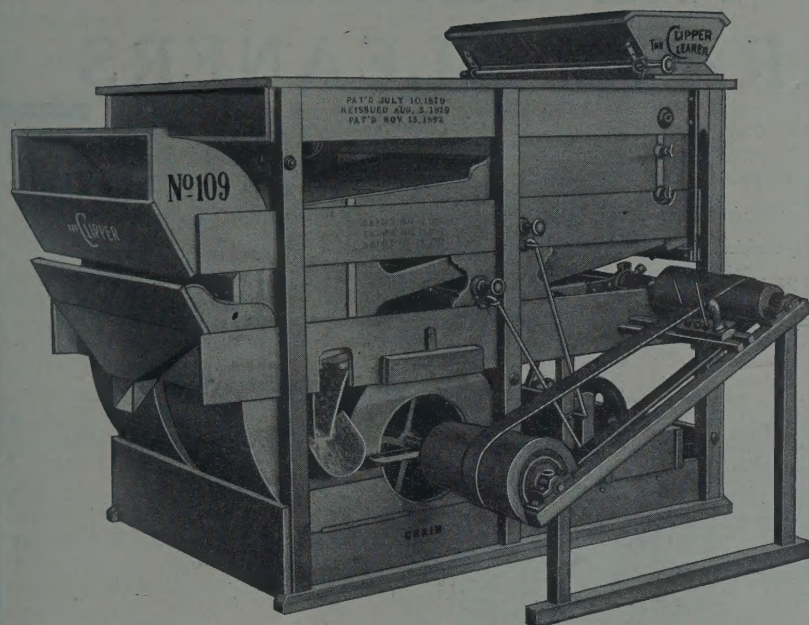
The Prevention of Fires

All fires are the same size at the start

70% of them are preventable

90% are extinguishable

Combination Seed and Grain Cleaners



Our line of Clipper Seed and Grain Cleaners will give equally good satisfaction in cleaning clover, timothy, alsike, alfalfa, flax, millet, cane, kaffir corn, wheat, oats or any other kind of seed or grain.

The Clipper has two strong combination features: Traveling Brushes on the screens and Special Air Controller. The first keeps the screen perforations and meshes clear all the time and the second regulates the Vertical Blast to exactly meet the requirements of the stock you are cleaning.

We have an endless variety of perforated zinc screens, also of the best grade of woven wire screens in square and oblong meshes.

All of our machines are well made with close fitting joints. They can be changed from grain to seed by simply changing the screens and regulating the vertical blast.

Easily installed and simple to operate, they always give satisfaction.

Write for catalog and prices.

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"Eureka" Dryers



are the most economical, efficient and satisfactory. Absolutely perfect results guaranteed. Investigate our references. Catalogue and prices on request.

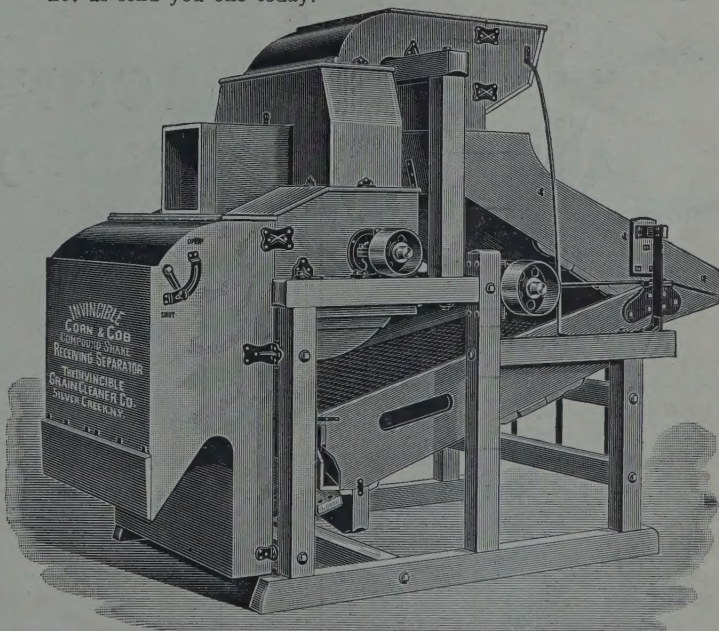
The S. Howes Co.
"Eureka Works"
SILVER CREEK, N. Y.

Our expert representative will gladly call and explain merits of the "Eureka."



More of the INVINCIBLE Corn and Cob Separators

are being sold and used today than all others combined—
 There is but one reason for it—they do the work better than others.
 Let us send you one today.



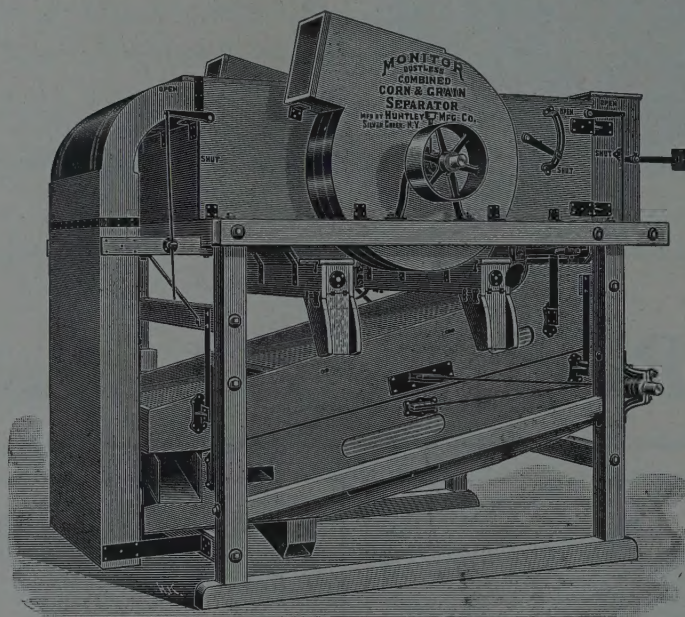
INVINCIBLE GRAIN CLEANER COMPANY
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IT TAKES THE PLACE OF TWO SEPARATE CLEANERS

There are many elevators using two grain cleaning machines that could easily handle all their work on this one "combined" type of machine. This would mean a considerable saving in many ways, viz.: initial cost of machines, operators' service, up-keep expense—and a saving in power. Why use two cleaners if one will suffice? This machine affords practically all the advantages of two separate cleaning machines, and will give you simplified and cheaper cleaning.



"MONITOR

COMBINED"

IN 60 SECONDS YOU HAVE ANOTHER KIND OF GRAIN CLEANER

It only takes a minute to change this machine from one kind of cleaning work to another. It is always ready for handling two kinds of grain without changing the screens. This enables the operator to handle cleaning work in the quickest possible manner. It simplifies your cleaning operations and enables you to make quick shifts from one kind of grain to another. The machine carries two complete complements of screens, which are operated independently of one another. The change from one kind of grain to another is effected by simply setting over the air and feed distributing valves—work that requires but a minute's time. This machine will give splendid service for cleaning corn with cob, wheat, oats, barley, rye, etc. Hundreds in operation in many of our prominent grain elevators, and every one is delivering air and screen separations that are without equal. For ease of regulation, light power and perfect cleaning work this machine will out-rank anything offered you for all around cleaning, where several kinds of grain are handled with great frequency.

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Jackson, Mich.: A. H. Smith, 206 Lansing Ave.
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The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, OCTOBER 15, 1911.

No. 4.

PHILADELPHIA GRAIN ELEVATOR FACILITIES: PENNSYLVANIA RAILROAD SYSTEM.

BY E. R. SIEWERS.

What Montauk Point is to be to greater New York City, with the Pennsylvania Railroad Company and its exhaustive financial resources to make it a vast shipping terminal, Greenwich Point along the Delaware river will be to Philadelphia in the very near future, particularly in the line of grain handling, according to the assurances of President McCrea of this extensive trunk line. President McCrea is authority for the statement that forty millions of dollars are to be expended in transportation improvements and commercial facilities about this city.

To the grain men all over the country the fact that this far-reaching and influential corporation has about practically decided upon plans for the erection of a modern grain elevator at Greenwich Point of large capacity, with a complete grain drying apparatus, and every known feature of an up-to-date character, is one of the surest indications that Philadelphia is to be made what it should be, one of the most important and extensive grain terminals along the entire Atlantic seaboard.

After repeated rumors and left-handed promises made to the leaders in the grain trade and commercial bodies here for the past six years, what has since been regarded as "an iridescent dream,"

is now soon to be realized, as shipping interests have been assured that Greenwich Pier is to be the location of the Mammoth grain elevator. The Pennsylvania Railroad Company owns a magnificent property at Greenwich, which is to be the new site, and this point is the logical location for the new structure for many reasons. Among other franchises and facilities, the company has an immense yard comprising some forty tracks, and stationed in that vicinity are a number of switching engines, a very necessary aid to perfect and prompt elevator service.

The location is of easy access to shipments of grain coming from the interior, and removed from sections now congested, and likely to become more so as the city progresses and its river front trade

expands. It is regarded as a most favorable situation for steamships loading all manner of grain for foreign posts, and it is calculated to do away with the long and expensive lighterage for vessels passing around League Island and through the Horse-shoe, where traffic is often impeded by ice during the winter season.

This announcement being officially made, almost contemporaneous with the removal of the embargo by the Liverpool Corn Trade Association, Phila-

delphia grain inspection certificates, is a source of profound satisfaction and encouragement to all of the regular grain interests here, both export and domestic, and it is firmly believed that the future Philadelphia will show a trade record fully up to its best years of the past.

Washington Street wharf can readily store 400,000 bushels of grain, receive 50 cars within 10 hours, and has a discharging capacity of 130,000 bushels every 10 hours.

The first named elevator accommodates principally the export trade, while the latter one is used largely in connection with the local and domestic grain business, taking the place in a measure of the old grain depot at Thirtieth and Market streets, and has been conducted under a lease since 1882. It

was the first one erected in the city, dating back to June 3, 1863, when it was opened by the Philadelphia Warehousing and Drying Company. Captain John O. Foering assumed charge as superintendent in 1867. In 1874 Girard Point Elevator A was erected by the International Navigation Company and destroyed or rendered useless by a serious cotton bale fire from the outside, then rebuilt in 1882, and then later on Elevator B took its place. Manager William R. Young, with headquarters in the Bourse, who grew up almost from boyhood among the Pennsylvania railroads and the elevators, is the efficient manager of the whole system in and about Philadelphia.

In addition to these are the floating elevators, the Columbia with a capacity of 4,000 bushels of grain per hour, the Philadelphia of 5,000 bushels, and No. 2, of 11,000 bushels capacity per hour, an illustration of the last named being presented with this article.

Inasmuch as time is money in these days of rapidity and economical conservation, there is a very substantial saving of time and labor when

the loading of grain is made possible through the assistance of the floating elevator, for in this way from four to eleven thousand bushels of grain can be placed in a steamship within an hour, as compared with but four to five hundred bushels, if the grain were to be carried into the hold of the vessel.

While the floating elevator is by no means a novelty, having been employed at this point for over a score of years, yet they are now coming into more general use on account of the deepening of the channel of the Delaware River, which permits ships of modern size and enlarged capacity to trade here. Besides, this type of elevator shortens the time to load the average vessel with grain very materially, and it allows the steamer to remain at its dock to discharge or receive other portions of the cargo



FLOATING ELEVATOR NO. 2 AT PHILADELPHIA.

while the floating elevator is at work delivering the grain into the hold. These elevators consist of towers with portable leg for discharging the grain into the body of the ship, and are placed on floats or barges and in that way can be transferred to whatever point desired.

When grain arrives in the city and is inspected on the track, a card is attached to each car, giving its number and certifying to the grade of the grain, after which the grain is taken to the stationary elevator and deposited in bins according to its grade. When a large steamship is to be loaded with grain, lighters are employed to transfer the grain to the floating elevator, which is then conveyed to the side of the vessel, into which the grain is to be discharged.

Captain John O. Foering, the chief grain inspector of the Commercial Exchange, under the new department recently established and organized, critically supervises all of the inspections of grain arriving on track and placed in elevators. With his assistants he inspects the grain as it passes from the stationary elevator to the lighters. Then a second inspection is made while the grain is transferred from the lighters through the floating elevator into the holds of the vessels. In this manner the grain is virtually subjected to a double inspection after leaving the stationary elevator, thus guaranteeing the arrival of grain to the steamship going abroad in proper condition for ocean shipment.

Under the new grain committee of the Commercial Exchange and its rules, together with the re-organized Inspection Department moisture tests, up to date grain drying methods, and sound and experienced judgment will be faithfully observed, and the corn crop, which will soon be moving from the West, is to be examined and handled here with the utmost care and to a better advantage than ever before. A more attractive market will be opened for the undergrade grains as well, for outside of the Keystone Elevator and Warehousing Company, of which Walter F. Hagar is President, the Pennsylvania Rail Road Company having a controlling interest therein, and which is operated by the firm of L. F. Miller and Sons, and makes a specialty of cleaning and drying moist and unfit grain, there are no grain drying facilities at any of this railroad's stationary or floating elevators, and consequently the Greenwich plant is to be fully equipped in that respect. The Pennsylvania Rail Road Company ever takes pride in referring to the volume of grain business in 1899 when 24,477,000 bushels of grain were received by their route, and with the balance in storage, made their exports of grain for that year foot up 24,570,000 bushels.

CORN EMBARGO LIFTED.

The corn embargo laid by the Liverpool Corn Trade Association against Philadelphia in May last has been lifted. After a general "shake down" in the inspection department and of the grain committee of the Commercial Exchange and much correspondence, the Exchange has settled for damages sustained abroad to the amount of £430 and agreed to a form of export contract containing the following proposals:

(1) Natural No. 2 corn shall not contain at time of shipment between March 1 and July 1 in any year more than 16 per cent of moisture.

(2) Artificially dried No. 2 corn shall not at time of shipment during any period of the year contain more than 16 per cent of moisture.

(3) Certificates of moisture shall be issued by your chief inspector at time of shipment.

The Commercial Exchange ratified this agreement by cable acceptance of the terms on September 26. The new form of contract is in substantial agreement with that in pretty general use on the continent, known as the London corn trade contract as amended by the action of the International Committee; and it was announced on October 2 that commencing on November 1 all shipments of corn to Havre, France, will be made under a new form of grain certificate, the result of the action of the European International Committee on American Grain Certificates. It provides that all corn must not have over 16 per cent of moisture to grade No.

2, and that degree of moisture must be certified by a chemist named by the United States Government.

[For the "American Elevator and Grain Trade."]

THE BUSINESS MAN'S INFLUENCE ON NATIONAL LEGISLATION.

BY L. C. BREED.

In less than two months Congress will again convene at Washington. The principal business of the members of Congress is to deal with the form of the laws. Some of the existing laws are repealed, some are changed, and there is during each session more or less new legislation.

It goes without saying that what is done in Congress and what is left undone and what some of the members threaten to do, have a direct influence for weal or woe on the business of the country; and often the acts of Congress have an important bearing upon the grain business and upon the interests of the railroads which handle it.

These Congressmen are public servants and are paid for their services by the people. They should be held to a strict account for their acts; and in order that these servants of the people shall not be

While a large mail necessarily will make quite an inroad on a Congressman's time, it is likely that some of them at least value this opportunity for getting into touch with the plain common sense of the individual American citizen. It would be far better if some of the people who write to the President would, instead, address their Congressmen, since the business of the head of the nation is not to make the laws, but to execute them.

FREAK ACCIDENT TO A GRAIN ELEVATOR

Not all elevators are destroyed by lightning or burst from overloading. The latest freak thing to happen to an elevator is to have a freight train run into it and wreck it utterly.

A heavily loaded freight train was derailed by the breaking of a switch rail at Delphi, Indiana, October 8, and crashed into the elevator of Donlin & Ryan. The train was going about forty miles an hour when a rail in the switch at the elevator snapped. Eighteen cars, each one fully loaded, telescoped upon the building and piled up automobiles, pianos, machinery and furniture about fifty feet



WRECK OF DONLIN & RYAN'S ELEVATOR AT DELPHI, IND.

able to plead ignorance of what is wanted of them, the voters, in whose suffrage lies the power to make and unmake Congressmen, should see to it that their views are laid before these men.

The average business man seems to be content to leave it to the paper which represents his views to bring pressure to bear upon Congress in relation to the measures which are, or should be, engaging its attention, for or against it, as the case may be. He appears to lose sight of the fact that he constitutes one of the units in the aggregation of the mass of the nation.

Although, however, every Congressman receives some letters from his constituents and others, and some Congressmen get a good many, the object of this article is to urge the extension of this practice, since it will undoubtedly produce good results. In order to proceed intelligently, business men should devote such time as they can spare to the consideration of live questions and make up their minds regarding what they want done in the premises. It is not enough to simply deposit a vote in the ballot box and then consider responsibility ended.

Napoleon, who is considered by many persons as having been the greatest despot of modern times, was exceedingly anxious to learn what the public thought of him and his measures. His concern in this direction was so great that his police were required to be prepared to enable him to learn exactly what many persons communicated to their friends and adherents concerning him and his measures. It sometimes proved that what some of these people said to him did not square with what they had written, which was very embarrassing to them.

high. The engineer and fireman were buried beneath the wreckage, but were rescued uninjured.

The first cars struck the corner of the elevator and crashed into the side, tearing away all the beams on one corner. The elevator, losing its supports on one side, collapsed, and the other cars soon made a complete wreck of that part of the building.

Donlin & Ryan's elevator was built about ten years ago, and was a substantial building of 25,000 bushels capacity. The loss to the railroad and elevator men is reported as \$150,000.

THE RICE MERGER.

The Louisiana Rice Milling Co. has been organized at New Orleans with a capital of \$9,500,000, of which \$1,000,000 is first preferred and \$4,500,000 second preferred, and \$4,000,000 common. The organizers are Louisiana rice millers, who own and control twenty-eight of the Louisiana mills. Its president and general manager, Frank A. Godchaux, of Abbeville; first vice-president, A. Kaplan, Crowley, La.; second vice-president, C. S. Morse, Jennings, La.; third vice-president, J. Frankel, Crowley, La.; secretary, W. B. Conover, Lake Arthur, La.; treasurer, J. A. Foster, Lake Charles, La.

In an authoritative interview President Godchaux sets forth the objects of the corporation:

"For some time past, the condition of the rice industry in the state of Louisiana has been such as to create general dissatisfaction on the part of growers as well as millers. This has been due to the fact that the production of rice the past year has increased beyond its consumption and no single mill has felt justified in undergoing the expense necessary for a general campaign to increase the con-

sumption of rice and to instruct householders in the proper preparation of it. The result has been that rice has been sold in the markets of the country at prices frequently below the cost of production and the loss has fallen upon the grower as well as upon the miller."

The object is to eliminate this evil, or introduce greater economies and more perfect methods in the milling of rice and a more business-like system of marketing the clean produce and of raising the price of rough rice to the farmer.

A GOOD MANAGER.

The picture herewith is an excellent one of the elevator of the Kaw Milling Co., Topeka, one of the great mills of Kansas. The foreman is M. A.



M. A. PALMER.

Palmer, known by all men of Topeka and many elsewhere as "Slim." He is one of those men who always say in an emergency, "Come on, boys!" instead of "Go on!" and consequently is a most popular as well as successful foreman. He was raised in Topeka and had his training under his father, who had charge of the elevator before him.

The elevator in question is one of the largest in Kansas, having a storage capacity of 350,000 bushels of wheat. It is built of 2x6's, cribbed, and iron-clad. It is equipped with Barnard & Leas Mfg. Co.'s machinery and is used to store selected wheat for the mill's own grinding. J. B. Nicholson is manager.

HIGHER CHARGES AT MONTREAL.

The Montreal Corn Exchange received notice on September 12 from the Harbor Commissioners that on and after September 15 only 10 days' free storage would be allowed in the Commission's elevators. At the end of 10 days the charge will be one-twentieth of a cent per bushel for each and every day, being an increase of a quarter per cent per bushel per day.

On the 13th a meeting was held of the members of the Exchange and a protest registered, and a committee appointed to interview the Commissioners.

The latter say the new schedule of charges has been drawn up with a view of relieving congested conditions which have existed since the present season of navigation opened. It is claimed by the Exchange that the charges will injure Montreal's business. It was shown that at Portland, 30 days for storage is allowed, at the expiration of which one-eighth of a cent per bushel for each additional 10 days is charged, and these charges include fire insurance. Boston allows 20 days' free storage, and only one-eighth of a cent per bushel for each additional 10 days, and fire insurance is also included. New York gives 10 days' free storage and one-eighth of a cent per bushel for each additional five days, with insurance charges extra.

Consul Jewell, of Melbourne, reports that the last wheat harvest in South Australia shows a decrease of 789,111 bus., as compared with 1909-10, the return being 24,344,740 bus. The area was 2,104,717 acres,

an increase of 208,979, while the average yield was 11.57 bus., a decrease of 1.69 bus. as compared with the previous season.

[For the "American Elevator and Grain Trade."]

THE CHICAGO "CALL."

BY A MEMBER OF THE BOARD OF TRADE.

The cash grain "call" which is held at the close of the daily session of the Board of Trade was established for the purpose of trading in car lots of grain for future shipment and creating an open market wherein all members might participate.

Shippers and elevator proprietors may go on the "Call" and make such bids as market conditions justify; and at the close it is the custom for these buyers to inform the receivers what amounts and grades of grain they are willing to take at the "Call" prices, thus giving the latter the opportunity of bidding their friends in the country.

Under the old system of haphazard bidding over night the only buyer who bought any grain naturally was the highest bidder, and frequently he got a good sized quantity at a very inopportune time; but under the present system the acceptances are divided so that receivers generally are willing to bid over night with the knowledge that at no time will they be swamped with grain.

Under the old method of bidding, the larger shippers controlling the line of elevators were offered higher prices by the Chicago elevator concerns than were bid to the one station shipper, and frequently the latter was omitted entirely, while bids on one line of road were often from $\frac{1}{4}$ to $\frac{3}{4}$ c higher than what would be paid at competing stations on other roads, thereby creating a natural distrust among the shippers and a generally unsettled feeling throughout the state; but at the present time, the shipper on one road knows that his competitor, either at stations on his own line or on other roads in his neighborhood, is receiving the same Chicago bids.

Another factor of great benefit to the country shipper in the "Call" has been his ability to sell new corn at a continuous premium from December up to the following May or June—something that

are steadily growing in volume. C. A. Burks & Co. of Decatur, in a letter to the Inter-Ocean, forwarded samples of new corn that had sprouted while still on the stalk in the field. During September the Government weather observer at Decatur recorded 12 inches of rain, the heaviest at this season in over eighteen years, and considerable damage has been done in that vicinity, especially on the low lands, which are overflowed at the present time. C. A. Burks & Co. say that there is also a lot of good corn around there, and on the whole they look for a ten-year average crop of corn of fair quality.—Inter-Ocean, Oct. 3.

[For the "American Elevator and Grain Trade."]

SOME FACTS ABOUT OPTIONS.

BY JULIAN KUNE.

Webster defines "option" as: "A stipulated privilege, given to a party in a time contract, demanding its fulfillment on any day within a specified time." There is certainly nothing illegal about options as construed by the eminent lexicographer. From time immemorial options on real estate have been bought and sold, and no one ever thought of their being unlawful; in fact, the courts have always maintained the inviolability of option contracts. But when "option" contracts are used in connection with grain and foodstuffs, a general outcry is raised against them. This is certainly inconsistent; for there is no reason why one should not insure himself against loss in grain transactions as well as in other transactions. The buying or selling an option is nothing but the buying or selling of a privilege by which the buyer insures himself against a possible loss. A mistaken idea prevails among the general public that dealings in futures and dealings in options are identical; but a moment's consideration will show that there is a vast difference between these two transactions. Buying or selling for future delivery means that the seller sells, while the buyer buys, outright the commodity in question, although the delivery may be deferred to some future day or month. On the other hand, in selling a privilege, only the seller takes his chances of be-



ELEVATOR OF THE KAW MILLING CO., TOPEKA, KAN.

was never done under the old system, when new corn was bought for sixty to ninety days' shipment, the buyer getting the profit resulting from inability of the seller to make prompt delivery by reason of bad roads and unfavorable weather conditions in which to move the grain.

Shippers generally are now recognizing that the "Call" bids reflect the actual future values, and base their buying basis on these prices rather than on the cash prices of that day, as the latter are frequently unduly depressed or advanced by temporary conditions and cannot always be considered as a true index of prospective values.

It is generally conceded by local cash corn handlers that the first run of new corn this year will be low grade. Wet weather over the central part of the corn belt and in Missouri has caused a great deal of sprouting in the shock, and complaints

ing asked to deliver, while the buyer of a privilege avails himself of his privilege only if he finds the market favorable to the purpose for which he had bought the privilege.

Volumes could be filled with all that has been written about the legitimacy and the illegitimacy of dealing in grain futures. I shall not, however, treat this subject in my present article, but will confine myself to the consideration only of the question when dealing in options is proper and legitimate and when it is improper and illegitimate.

If the selling or buying of a privilege is based on actual transactions; that is, if the seller has say 5,000 bushels of wheat bought at \$1.05 and he sells a call for next day at \$1.06, it is perfectly proper for him to do so; but if he sells a call on 5,000 bushels of wheat when he has not a grain of wheat to his name but merely takes the chances of the market while he pockets the five dollars, that is repre-

hensible and may be classified as gambling. I will cite another illustration. B has 5,000 bushels of wheat bought at \$1.05, which he desires to carry over till next day; he buys a "put" say at \$1.04, thus insuring himself against a greater loss than the difference of the price at which he purchased his wheat, plus the money he pays for the privilege. He thus knows exactly what he would lose in case the market should decline on the following day. That transaction also is legitimate; but if B has no wheat on hand and buys a "put" merely to gamble on it, that is illegitimate.

The above cited examples illustrate the difference between legitimate and illegitimate dealings in options; the one is as much within a righteous law as is the taking out of an insurance against loss by fire, accident or tornado.

THE LINES OF DEMARKATION

Are almost imperceptible between the legitimate and the illegitimate option transactions, hence arises the difficulty of abolishing them altogether by the rules of the Board of Trade. It would be unjust to prohibit trading in "ups" and "downs," as puts and calls are now designated, by drastic rules, for it would be depriving members of the right of insuring themselves against heavy losses possible without them. Unfortunately, there are no means by which to separate the legitimate from the illegitimate, the lines being so finely drawn between them. No state nor Federal legislation can ever remedy the evil without injury to the Board of Trade members, as well as to the grain trade. The Board of Trade alone can supervise and confine all option trading, as well as future delivery deals, within legitimate limits. The past history of the Chicago Board of Trade bears evidence of its willingness to correct any past errors and to maintain its unsullied reputation for probity and square dealing. During my forty odd years' connection with the Chicago Board of Trade I never knew of a single instance where the organization failed to live up to the principles which its founders adopted as their guiding star and which have made its name the world over synonymous with probity, equity and square dealing.

AN OBNOXIOUS LAW.

In 1867, if I remember rightly, a law was passed by our legislature, forbidding the sale of grain for future delivery. Popular clamor created by demagogues, demanded it; but the Board of Trade had for its attorneys Arlington & Dent, who at once saw the unconstitutionality of the law; and the Board at one of its largest meetings unanimously asked the repeal of that law, and it was repealed during that same year. I have no doubt that the various restrictive laws anent options could not stand the test of judicial research and the constitutional rights of members of the Board.

I shudder to think of what the effect would have been on Chicago's trade and that of the whole Northwest if that law had been left standing on the statute book of our state. Farmers of our Western states would not now be riding around in their automobiles, nor would they have fat bank accounts to their credit. Our city of Chicago would not be able to count its population by the millions, nor would scores of skyscrapers darken the sun as they do now. That obnoxious law, if unrepealed, would have turned the dial of progress back a century or more.

THE COUNTRY SHIPPER.

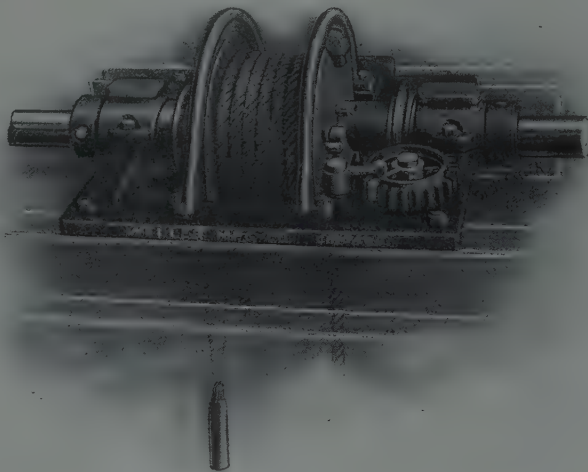
It has been for some time and still is a moot question, whether the country grain buyer could not reap greater profits, were he to buy a privilege that would enable him to insure himself against loss while he was accumulating enough grain to make a shipment of a fair round lot. At present most country buyers sell their grain on track to owners of elevators and grain buyers of the various terminal markets, himself getting but a scanty living profit; for farmers nowadays are pretty well posted on markets and their fluctuations. If, however, the country buyer should be the possessor of a "put," he would not have to face a possible loss caused by a declining market while he slowly accumulates enough grain for shipment to the city. Should the market advance, he would be the gainer

instead of the city grain buyer; and if, on the other hand, the market should decline he would equally use the gainer, minus the money he paid for the privilege of putting the grain. Of course, the country buyer would always have to buy "puts," or "downs," as they are now called, as he would always be a seller of grain and not a buyer of wind.

Knowing that the country grain shippers, or a majority of them, are conservative and loth to change their business methods, I am aware that they will be slow in changing them; but I remember the time when they were equally as loth to sell their grain for future delivery but stuck to the methods of selling everything for immediate delivery. It took them many years of sad experience before they would adopt the modern method of trading, and I have no doubt that in time they will also learn from experience that it would be more profitable for them to carry their own grain protected by privileges than to sell it on track and allow the city buyer to reap the profits which by rights should be theirs.

WELLER BALL BEARING GRAIN SHOVEL.

One of the late improvements of the Weller Mfg. Co. of Chicago is to equip their power grain shovel with ball bearings. The introduction of these bearings represents a refinement of construction which is of particular advantage in large elevators where



WELLER BALL BEARING GRAIN SHOVEL.

shovels are in use continuously or during a large share of the working day.

The ball bearing shovel enables the accomplishment of a maximum of work with a minimum expenditure of labor and power. By reducing to an almost negligible minimum the reversing friction between drum shaft and drum, a large increase in rapidity of operation is secured. This decrease of "back pull" effects a saving which is at once appreciated by all practical elevator men who are familiar with the extremely laborious work of operating an ordinary machine at high speed for any considerable length of time.

In design and construction, special attention has been given to the essential feature of producing a machine capable of withstanding the severest service imposed in modern elevators. Cast steel is used for all small wearing parts. Ample thickness is provided in the rope drum to insure against breakage and possible effects of wear. Special provision is made for quick and secure fastening of the wire rope to the drum. The ball bearings are made dust tight and have ample provision for lubrication.

The manufacturers recommend the ball bearing shovel for operators who desire durability and capacity in combination with minimum expenditures of labor and power.

Louisiana will be represented at the land show in Chicago, November 18 to December 9, and will make a special demonstration of her ability to raise corn and tell how it has happened that in a few years only she has developed from a corn buyer to a heavy exporter of maize.

[For the "American Elevator and Grain Trade."]

CONCERNING TOLLS ON THE PANAMA CANAL.

BY L. C. BREED.

One of the gravest questions to come before the next Congress is that of the tolls and regulation of the Panama Canal. It is second only to the building of the canal itself in its bearings on transportation and the capital invested in many of the great railroads of the United States. It is a fact of considerable significance that it is cheaper to send freight of some classes which is destined for the Pacific Coast by water to Newport News or some other Southern port and have it dispatched from there than to ship it direct.

It is estimated that it will require the services of upwards of 1,000 men to properly operate the canal, and that their services will entail an annual expense of approximately \$850,000. To this must be added the interest on the cost of the canal, which will be around \$11,250,000. It will thus be seen that the canal must earn about \$1,000,000 per month to break even. In order to secure this income, if the use of the canal is based on the Suez Canal, an average of twenty ships each day passed through it, which would be an outside estimate for the Panama Canal for many years to come, would mean that each ship would pay a fee of about \$1,700. As the paying cargo would probably only average

about 850 tons, it will be seen that the Government must charge at least \$2 per paying ton, and it is quite reasonable to assume that the government would not feel justified in taxing the people to make up a deficit if it could possibly be avoided.

Assuming the earnings of the transcontinental railroads to be approximately \$450,000,000, even if the entire receipts for tolls via the Panama Canal represented a loss of earnings to these roads, it does not appear of great importance from the standpoint even of the railroads.

We have already pointed out that the canal will improve the facilities for shipping freight between the two coasts, and already a company has been organized under the name of the Atlantic & Pacific Transport Company, with \$15,000,000 capital, of which a Baltimore man is the president.

President Hayes of the Grand Trunk Railway is reported to have stated that they expect to ship 100,000,000 bushels of wheat annually via the canal, when it is open, from Prince Rupert to Europe. He further stated that the company was building docks and elevators at Prince Rupert, their terminus on the Pacific, and also expect to have their tracks finished so as to handle the harvest of 1915. They are building a low-grade track by which they can carry wheat from the prairies of western Canada toward both oceans. According to President Hayes, they will be able to deliver wheat in Liverpool from Prince Rupert by way of the canal, at the same cost and almost in the same time that it now takes to carry it by way of the Great Lakes and the Atlantic ports. Steamships will be ordered shortly to engage in this trade, and also for engaging in the transportation of grain to the Orient.

Grain Dealers' National Association

FIFTEENTH ANNUAL CONVENTION

The Fifteenth annual meeting Grain Dealers' National Association was held at Omaha, Nebraska, on October 9, 10 and 11, 1911, at the Rome Hotel. Owing to the fact that the St. Louis delegation was greatly delayed in transit the morning session of October 9 was not held, but the day's work was crowded into the afternoon session. This latter meeting was called to order by the President at 2:30 p. m., who asked all the members to rise during the invocation by the Rev. Thomas J. Mackay, pastor of All Saints Episcopal Church. Mr. Mackay said:

Let us pray: Oh, Almighty God, our Heavenly Father, who givest to every man some work upon the ground upon which he stands, enable us one and all to realize the dignity of this life that we live in the plains; may we realize that we are only pilgrims and strangers here; that this life is a preparation for that eternal life upon which we must one day enter. Give us grace to realize that as we pass through this life we have each a work to do for Thee, and that our business duties, our pleasures, our sorrows, our cares, tears and laughter, joy and sorrow, business and pleasure, all go to make up that life which is to prepare us for eternity. In our businesses as well as in our pleasures, may we realize that both are ordained by Thee; may we realize that all service is divine; that the man who digs in the trench and the man who directs the affairs of state, if both are done in that fear, that that service is as divine as the minister at his altar, Lord, God, grant unto these, Thy dear servants, a realization of the dignity of their calling. They are not together to deliberate upon the affairs which concern them personally, but they are connected with the whole wide world by their sympathies and by their mutual claims of help and assistance. Bless them in their deliberations. Grant, O God, that the spirit of brotherliness which called them here together, the spirit of sympathy and friendship and good will, shall prevail in all that they do and say; make us all realize that we can take nothing out of this world except a good character, that all else must perish; that no matter how beautiful a stone may mark the spot where our bodies rest, that there is nothing about us which shall endure but the good deeds we have done and the acts of mercy we have scattered along life's dreary highways. Bless these Thy servants in their failures and in their successes, and in their business as well, and bless the dear ones whom they have left behind; and may Thy holy spirit animate and direct us in all the affairs of this life, so that when the sweet evening bell is tolled for us we may be ushered out into that glorious liberty of the children of God where we shall live forever and ever more. We ask it for Thy mercy's sake, Amen.

The President: The next thing on the program is the address of welcome by the Mayor of Omaha, the Hon. James C. Dahiman. The Mayor was greeted by applause, and said:

Mr. Chairman, ladies and gentlemen of the convention: I deem it a great honor and a great privilege to be allowed to give you men and you women who are visiting us today a welcome at the hands of our people. I have been delegated by the people of this great metropolitan western city to extend a welcome to not only you but to all of those who see fit to hold their conventions within the limits of this great city. I am here today as chief executive of this great city to extend you that welcome. I realize that when I appear before this great convention of men assembled here I am addressing men who do great and big things in this Nation of ours, and if I were to undertake to talk to you about those things

that you are vitally interested in, that you make a study of, I would find myself in the position of the man who was held up down in Lincoln the other night—not in Omaha, because that never happens here. The robber held him up and the man resented, but finally the robber overpowered him, and when he went through his pockets he found seventy-five cents in them. The robber looked at it and said, "My friend, I would like to ask a question of you." The man said, "All right." The robber said, "Why did you want to make a fight and take chances on your life in resisting me when you only had seventy-five cents in your pocket?" "Well," he says, "I will tell you, robber; I don't care a damn about the

"I have twelve cows; they are all dry and I am going to send them down to the country." He says, "I will tell you what I'll do." (Of course, I was a Democrat and he was a Republican.) And he says, "I will bet you Cleveland ain't elected President;" and I says, "I will bet you twelve cows against yours that he is." Of course, Cleveland was elected; and I doubt if you will get any genuine milk while you are here, because he has been serving condensed milk ever since he lost those cows. (Laughter.)

Now, you men who are holding your convention here today come from all parts of this great Nation; each and every one of you is familiar with the conditions of this great Nation; you take your part

towards developing and establishing this great Nation that we are all so proud of; you take your part in defending that great Flag which we are all so proud of; and you finally landed on the banks of the great Missouri River to hold this great national convention in this great metropolitan city of ours, the center of the great grain raising country of the world; because you can go 300 miles in any way you please, when you leave the city you are visiting in today, and you will find the richest grain country in the world. You are meeting in a city today that is destined, as I believe, to be one of the great metropolitan cities of the West, and I will tell you why: West of us we have millions and millions of acres of as good soil as was ever produced in the world, and it has been estimated by experts—not by me—that when that great western empire is once developed there will be room for one hundred millions of people west of the Missouri River, more people than we have in this great nation today, and every foot of it is tributary to the city that I represent. (Applause.) We are the natural gateway to this great western empire which is being built up and inhabited by men and women who have come from the east and the west, the south and the north, to develop this great country that I speak of, every foot of it tributary to this very spot that we are located on.

My friends, let me say this to you: Those of us who live here in the city of Omaha, with the packing houses south of us, with the great stockyards south of us, enjoin these people to join us in this movement to develop this great empire I speak of. You will find while you are visiting us great business houses that have been built in the last few years; you will find elegant churches, represented by such men as our friend Dr. Mackay who spoke to you a few moments ago; you will find great hospitals in the city of Omaha, second to none; you will find a Young Men's Christian Association home, second to none; you will find a Young Women's Christian Association home, second to none; you will find great colleges within the limits of our city, second to none; you will find humble homes and you will find elegant homes, but each

and every one of them is occupied by a Christian and a liberty-loving people, each willing to extend their energies to build up this great western empire that I speak of, and that each of you are interested in in order to make your business profitable, because your business success depends on joining hands with our people in order to raise these grains that you need in the business you are engaged in.

I have been delegated by the people of this great metropolitan city to extend you the welcome you are entitled to. I now extend you that welcome. It comes from the hearts of our people. They have said to me, and I bring you this message: "The key is turned over to you by me to do as you please with. It comes to your hand by a people who are as clean and as white as the snow that falls on the tops of the mountains. That key is handed to you in that condition; and from what I know of you, men and



PRESIDENT E. M. WAYNE.

money, but I hated to expose my financial condition." (Laughter.)

Now, I am glad you are all stopping here at the Rome Hotel because I have known Rome Miller for about twenty-five years, before I ever lived in Omaha, and you will find he will treat you all right, but you will miss one thing; that is, when you call for cream in your coffee you won't get it, and I will tell you why: When Cleveland ran for President the first time, I was living out here in the western part of the state, and Rome Miller was running some eating houses on the North Western Railroad, and he kept a lot of cows at one of these stations from which to get the milk to furnish his customers; and in the fall of the year, when the cows got dry, he would send them to the country to have some farmer take care of them. So when Cleveland was running for President the first time, he came up and says,

women, I know it will be returned to us without a stain or blemish, and it's yours to do as you please with." (Prolonged applause.)

The President: The next thing on the program is the welcome by the Omaha Grain Exchange, Mr. E. P. Peck.

Mr. Peck was greeted by applause. He said:

Mr. Chairman, ladies and gentlemen: In behalf of the city and the members of the Omaha Grain Exchange, I extend you a cordial welcome, and express the hope that your visit may prove to be both pleasant and profitable. Our welcome is of the "highest grade" known on the market. It can stand the most rigid "inspection," and will convince you there has been neither "natural shrinkage" nor "loss in transit." While you are our guests your money is not good; the city of Omaha and all it contains is yours. If you see anything you want, help yourself. If it happens you meet a policeman and he wants you, tell him you have been "weighed" and "inspected" by Mr. Powell, our chief inspector, and he will immediately release you.

We are proud to have you with us; and when you return to your homes, may you carry with you pleasant recollections of this meeting; and acknowledge that you have been in the center of the greatest grain producing district in the world. I thank you. (Applause.)

The President: The Grain Dealers' National Association has with it today a gentleman from Toledo, Ohio, who will respond to these addresses of welcome, Mr. F. O. Paddock (Applause).

Mr. Paddock said:

Ladies and gentlemen of the Grain Dealers' National Association: I propose to prefix the few remarks I have to make with just a bit of sentiment which came to my mind when I raised the curtain in my sleeping berth at sunrise this morning (I see these fellows smiling over here—they don't think it is true) and saw the frost out there on the meadows and waving corn; it recalled to my mind a part of the verse by that well beloved Hoosier, Whitcomb Riley, and it was this part that I loved best—

"When the frost is on the punkin and the fodder's in the shock,
And you hear the kyook and gobble of the struttin' turkey cock."

And that other old verse that I learned when I plowed corn in central Illinois, longer ago than some of you remember—

"When the corn is waving, Annie dear,
Then meet me by the stile,
To hear your gentle voice again
And greet your loving smile."

Mr. Chairman, I don't know why Mr. Courcier asked me to make the response on behalf of the National Grain Dealers' Association to these addresses of welcome, when there were orators sitting in the audience. I am a plain, every-day grain man. I quit school when I was of the age of fourteen, and the only school I have had since has been the school of hard knocks, and twenty-five years in the grain business is not the least of them. Mr. Mayor, my first visit to Omaha was in 1875; and the sun shone not as brightly as it does this October day. It was in February. There came down from the hills across here a fine drifting snow mixed with the sand hills of western Nebraska and from some other hills, probably the Black Hills of South Dakota, and it was the coldest day and the coldest reception I ever had in my life. (Laughter.) We stayed here two days, snowed in, and all the motive power on the North Western Road located at Council Bluffs couldn't get us out. We had to hire men at fifty cents an hour to shovel out the cuts and clear the tracks before we could get back to civilization. (Laughter.) But I want to say this, gentlemen, that the warmth of the address of welcome by Mayor Dahlman has melted those memories from my mind. (Applause.)

And on behalf of the buyers of grain in the east, from Portland, Maine, to Jacksonville, Florida, and all around the Gulf, and on behalf of the members from the wind-swept prairies of the West, and the Great Northwest about which the mayor has told you, the buyers and sellers of grain from the greatest agricultural district in the world, the states bordering on the Mississippi and Ohio River Valleys, and from the grain men of every section, yet who know no section, who know no North, no South, no East, no West, but representing this country and even our second cousin, Miss Reciprocity, from across the border—I believe I voice the sentiment of every member of the Grain Dealers' National Association present and absent when I thank the mayor and the president of the Omaha Board of Trade for the splendid welcome they have given us and our Association. (Applause.) I am sure that we shall enjoy their hospitality to the full—but not too full, fellows. (Laughter.)

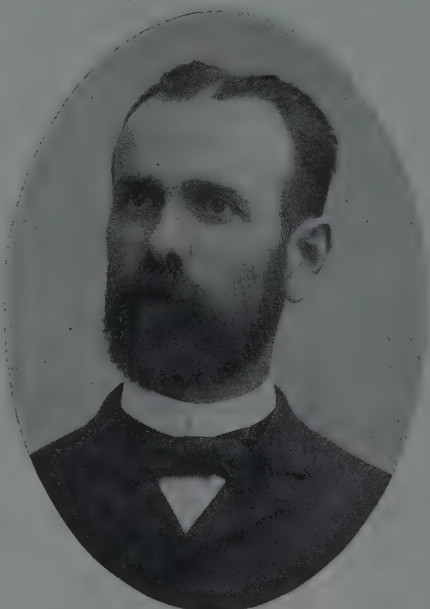
But let me say in this connection that we have not come into what was once known as the "wild and woolly West" but now known as the center of population and civilization and empire (laughter) entirely on pleasure bent. We have come on business of great importance. This Association by its membership handles the surplus product of all the fields of all the empires that we have talked about and have heard about, at the smallest minimum of cost in bringing that grain from the producer to the final consumer. It is a business in which I have been engaged for twenty-five years and some of you longer. It is a business of which I am proud and, I am sure, of which you are proud. I do not know where transactions of such magnitude as are entered into upon our exchanges, where by the mere throw of the hand hundreds of thousands of bushels of grain are bought and sold and nothing but lead

pencil memorandum made to corroborate and make the trade good; where the motion of the head means in many instances the buying and selling of hundreds of thousands of cash grain for future delivery. What has been and what is the aim of this Association? What does it stand for?

First of all, it seems to me, I may say the Association stands for a more able dealing between its members, a more able dealing between the man who buys grain or the buyer himself. It stands for arbitration of differences, when misunderstandings occur between members of the exchanges and between shippers and buyers and sellers all over the land. It stands for uniform trade rules to govern the transactions that come by 'phone, or wire, or letter, so that both parties to the trades understand them alike.

I had the honor some ten or twelve years ago to be chairman or a member of the Trade Rules committee and help to formulate the Trade Rules which in a measure have been in effect from that day to this—improved upon, of course, because younger men and younger blood have come into the Association and we old fellows are going to be back numbers; but while we have been members we have had our say, and I am glad to say the Association today is doing its best work and is progressing far beyond the hopes of those who first organized it.

Then, we stand for proper legislation. Do you know that in Ohio the other day a fellow had the nerve to present a bill to provide that clover seed could not be sold unless it was 99.5% pure. I guess I am about right as to the percentage. I don't believe you could produce a bag of clover seed like that for \$4,000 a bag; we couldn't find a market for it; and it would bar every farmer in the land from



F. O. PADDOCK, TOLEDO.

selling his clover seed to anybody. It was an outrage; but we had to keep a lobby there. That fellow introduced that bill, it occurred to me, for the express purpose of having somebody hand him something, and you know we have been doing that in Ohio just the same as they have in Illinois. (Laughter.) We sent some of them to the penitentiary.

Then we stand for uniform classification and grading of grain, such as will be fair and just to both buyer and seller. Mr. Culver has been working along these lines for eight or ten years. While all exchanges have not actually adopted uniform inspection, they have adopted uniform phraseology, and we are getting close together year by year.

Then we stand for equal freight rates to and from all markets that may connect with the exchanges of the country. Any shipper who ships grain to any of the central markets must know and does know that freight rates enter very largely into the price that the farmer must receive for the grain he produces on the farm. So we are at work all the time with the freight committee and all these people connected with the railroads to get the rates lined up so they are equal and just to everybody. We have committees studying and solving all of these, and some other prominent features which I have not mentioned. Their reports will give you more in detail what has been done and what is likely to be done.

There are two things that the grain dealer does, and has done in all the years that I have known anything of the business; one is, as I said a while ago, to move the grain from the farmer who produces it to the customer who uses it at the least minimum of cost, and incidentally to try and make an HONEST LIVING. You will note that I have laid special emphasis on the term "honest living." It calls to my mind a little story, an actual occurrence, however. Some years ago we were laying to rest Chief Justice Waite, who was a citizen of Toledo; and the Toledo Produce Exchange had adjourned as a body and its members were delegated to act as honorary pall bearers, and the remark reached us from the curb as we passed along, "There go the forty thieves following the carriage of the great Chief Justice of the United States." I resented the inference, gentlemen, for I do not believe there are a more honorable or more painstaking, conscientious

class of business men in the United States than the men before me this afternoon. (Applause.) I desire to pay that tribute to my associates, and my competitors as well, in the grain business.

I believe that this Association did as much or more than all of the other associations of business men in the United States to help conserve the beautiful Niagara Falls. It was during our convention in that place, where I had the honor of addressing the convention with a stated speech. (This is just a scratch. I brought my paper out and was going to write it full, but there isn't a word on it.) But my speech at Niagara Falls was prepared and I had something to say of interest, I am sure; and one of the things I had to say was toward the conservation of Niagara Falls as a beauty spot. We were then in the fiercest commercial era of the world's history. I want to say to you when any of us get the almighty dollar up so close to one eye, or both eyes, we can't see anything else, we are willing to give in everything that is beautiful in serving the almighty dollar. And I am glad to say and know that the grain men from the West went back home and took this matter up, many of them with their representatives, and I wrote a letter to Mr. Roosevelt myself; and within six months or a year "Teddy" had made an arrangement with the government of Canada that no more water than a certain percentage should be taken away from the Falls. For if they had continued to take it out at the rate they had been doing for six months longer, the American Falls would have been as dry as this speech. (Laughter.) There wouldn't have been a drop of water going over that beautiful spot.

Now, gentlemen, I desire to say that the committee of the Council of American Grain Exchanges on intermarket agreement, etc., is to meet here tomorrow morning, and we are going to try to eliminate some of the bad features that still exist, some of the little technical things we want to wipe out and get rid of, so that every man who makes a trade in grain, big or little, export or domestic, anywhere on the face of the earth, will all immediately understand the transactions the same way, and both be willing to live up to it and abide by it. Whenever that report is made, if it is in accordance with the sentiment of this body, I trust you will adopt it.

I may not have another opportunity, as I expect to be called home tomorrow evening instead of staying out the entire convention, and I desire to say a word now in behalf of our next meeting place—as we Northerners call it, Norfolk, and down there they call it "Norfolk, sir"; and while there has always been extended to this Association the finest sort of hospitality in every city where we have held our meetings, still, I attended the opening of the Virginia Railroad in Norfolk a few years ago, and I want to say that the Virginian hospitality has just a little different flavor, sir, than that of any other state or any other city that I have had the pleasure of enjoying. (Applause.) So I hope that this convention, when the proper time comes, will decide to have its next convention in the city of Norfolk, sir.

And now, Mr. President, with your permission I propose we stand and give three rousing cheers, one for the city of Omaha, our meeting place; one for the mayor, who has given us such a royal welcome, and one to the Omaha Board of Trade, whose guests we are and whose hospitality we expect to enjoy as only grain men can.

The three cheers were given with a tiger and much applause.

PRESIDENT'S ADDRESS.

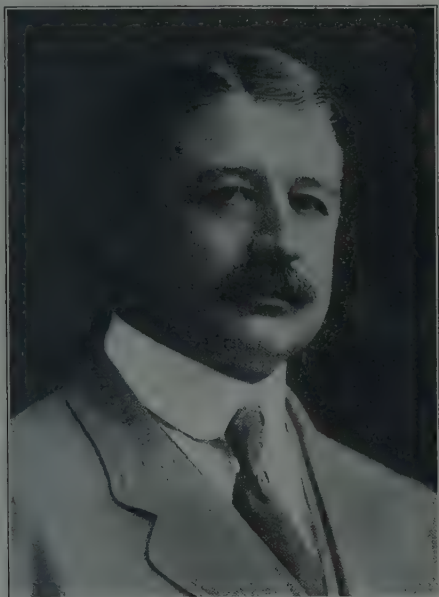
The President: Gentlemen of the convention, after hearing the remarks of Mr. Paddock, you naturally would think that what you will hear now is a reproduction, for I see he has touched on several matters which I have already prepared. Great minds, you understand, run in the same channel (Laughter). With your permission I will read what few remarks I have:

It is not my purpose to take up your time with a detailed report of the condition of the National Association, as that will be fully covered by our Secretary in his report, which will be most complete. What I intend to say will refer largely to matters that in my judgment should have attention either by correcting, discontinuing, or inaugurating new measures for the betterment of the grain trade.

During the coming year I would not only suggest, but urge, the officers of this Association to institute a campaign to gain new members from the ranks of the country shippers. For the past five years the attendance at the annual meetings has been principally a gathering of the receivers. Our object in the future, if we wish to strengthen this organization, should be to increase our membership from the country, which would naturally increase our membership from terminal markets as well.

It is the duty of this Association to recommend at this time an equitable adjustment of the question of interest on advances made on shipments, determining when interest should begin and when interest should cease, in markets where such charges are made. In adjusting this matter we should look at it from the standpoint of both the country shipper and the receiver, for each should have fair treatment. I believe that interest should begin when the draft is paid and should stop when the grain is inspected. Under ordinary conditions, I think the time of payment of draft and time of unloading, as it is figured today is slight. But I do not refer to such conditions as needing a change. What I do refer to is the paying of interest on drafts when the terminal yards are so congested that cars cannot be placed at the elevators and when the elevators are so full that they are unable to take in more grain;

then it is that the responsibility of the shipper to pay interest on drafts should cease at the time of inspection. At the present time, when the shipper complains of the large amount of interest on delayed cars and tries to find out who is to blame, he will



W. C. GOFFE, DIRECTOR.

always encounter these explanations: The railroad company will say that the elevators were unable to unload, hence could not take the car; and the elevator concerns will claim that the delay was due to the fact that the railroad yards were congested, hence the cars could not be placed at the elevators for unloading. So, you see, it is utterly impossible for the shipper to get sufficient proof to establish a claim for damage.

For the past three months we have been investigating the availability of publishing a bi-monthly Bulletin from the office of the Secretary for the dissemination of information relating to the work of the Association. After a careful, thorough canvass of the whole situation, the members of the board of directors are unanimously in favor of publishing such a Bulletin and approve of the plan for accepting ads. from members to cover the cost of publication. In order to find out what the members would probably think of such a Bulletin as an advertising medium, the Secretary has personally interviewed a few of the members who usually advertise; and now has signed contracts for over \$2,700 worth of ads. on the yearly basis. I consider the development of the Bulletin one of the strongest features of the past year's work, and hope you will not hesitate to endorse the action of the board of directors and give it your unanimous approval.

There is a movement on foot on the part of the railroads to increase the minimum weight of a carload of interstate grain, at the present time 40,000 being the minimum limit. The railroad companies, I understand, propose to revise their tariffs so that it will be impossible to load less than 50,000 or thereabouts. This will impose quite a hardship on the shippers of the country; and I believe it is the duty of the members of the Association to take the matter in hand and present the shippers' side of the case to the Interstate Commerce Commission. One of the Eastern railroads has gone so far as to call in all the small cars and have them destroyed, and hereafter will build nothing smaller than 80,000 lbs. capacity. I believe that railroads should be compelled to either furnish small cars or allow 40,000 to constitute a minimum carload.

If it is possible for the boards of trade to prevent an individual from cornering the market and forcing the prices up, which without doubt is detrimental to the legitimate grain trade, why can they not take the other side of the question and prevent any man or set of men from selling something they do not own and to such an extent as to depress the value of the commodity below its legitimate value, thus causing a direct loss to the producer? The buying and selling of the options is necessary to the economical handling of our grain; and it is the duty of the boards of trade to provide for the legitimate speculative part of the grain business the same safeguards which they extend to the cash business, as the one is just as essential to the trade as the other.

Many of you are not familiar with the fact that the most important committee we have in the Association is the committee on arbitration. It is at the disposal of the entire membership for settlements of disputes that arise in the course of business. This committee's duties are increasing in proportion to the increase of membership and even though the time and labor expended by the members of this committee, which is entirely gratis, is becoming somewhat burdensome; still they are willing to give their time and labor in the interest of the trade. While possibly all decisions are not perfectly satisfactory to the litigants, still I believe the majority have been settled to the entire satisfaction of all parties concerned.

The practice of buying grain from the country shipper on the basis of "three or better" came into vogue from twenty to twenty-five years ago. This

practice worked an injury to the seller at that time, but he did not realize it, so no objection was raised; but at the present time there are objections, as the shipper can see that he is not getting all his grain is worth, and if he continues selling on bids, he must lose the difference in the value between No. 2 and No. 3 grain or not sell. I ask that the exchanges represented here take this matter up and see that some rule is made whereby all bids sent out will be on the basis of three instead of "three or better." I am aware there will be a great deal of objection to a movement of this kind, but I know the proposition is a fair one between the buyer and seller, and am sure that the change can be accomplished if the exchanges will take as firm a stand in its favor as this Association did last year.

The private crop reports and crop experts, with their innumerable reports that are issued almost daily during the crop growing year, are a menace to the trade, for their only object is to cause fluctuations in the market. This may make more business in a speculative way, which goes principally to the firms issuing such reports, so no direct benefit is derived except by the firms sending out these reports. Would it not be better to have all crop reports issued twice a month both by the state and the Government, than to continue in the present way? There has been a growing tendency on the part of the commission firms to circularize the trade daily with personal views as to the probabilities of the market fluctuations. The intention of the letters, as well as the crop reports I have just mentioned, is to create if possible a desire to speculate on the part of those receiving them. While this method of soliciting does not affect all, it does have a tendency to influence a few to attempt to guess the market. I believe this particular thing is one of the causes of such a prejudice against the boards of trade; and it is my judgment that it is the duty of the several exchanges to eliminate this practice, if such a thing is possible. In this connection I might



A. F. LEONHARDT, DIRECTOR.

say that the extending of the private wires to smaller towns has created much unfavorable comment. These offices are called "bucket shops" in the communities where located. Such things do not have a tendency to inspire confidence in the legitimate exchanges.

About ten weeks ago it was my privilege to appear before the Railroad and Warehouse Commission of Illinois in relation to the moisture test on corn. At that time I attempted to show the Commission that it was not the 19% of moisture that was bothering the shipper, but the unreasonable discount that was being made. One of the members insisted that my argument was out of order, since the Commission had no jurisdiction on the subject. It affords me some satisfaction to say that this honorable body has just rendered its decision upholding the moisture test and suggesting that the trouble is with the discount, and they recommend a rule similar to the one adopted in New York, that is, of having a sub-committee of the grain committee decide the discount on the off-grade grain. I believe the suggestion a good one and hope the several exchanges will adopt something of this kind for future use.

The Uniform Grade Rules adopted by the Association came very near receiving their death blow, and had it not been for the firm stand taken by the Railroad and Warehouse Commission of the state of Illinois, our labor for the past ten years in that regard would have been in vain, but their decision rendered last month, in response to a demand made by some shippers of Illinois, indicates that the moisture test has come to stay, and now the trade must govern themselves accordingly. The country shippers in the Central West will be compelled to buy on the basis of 19% moisture in No. 3 corn; and if that is so, there is no reason why the different exchanges should not place themselves on the same footing. I believe they will. But should they delay and keep the grain trade in its present unsettled condition as to the phraseology of rules and grading of grain, it will be necessary then for this organi-

zation to demand that the Government compel all to adopt uniform rules. The tendency of the present time is for governmental supervision of all lines of business. It has already taken charge of the rate making for the railroad and express companies, and so far as I know such supervision is satisfactory to the majority of the people, though some contend that should the Government branch out further there would be no incentive for individual effort in active commercial business. There seems to be no objection to governmental supervision of the national banks, and the stockholders in such organizations do not feel that the Government interferes with their private business. Personally, I believe Governmental supervision of the inspection of grain would be a great improvement over the present chaotic condition.

With the growth of our Association the duties of our Secretary-Treasurer have increased to such an extent that I feel warranted in suggesting a change in the Constitution and By-Laws, whereby we may elect a Treasurer annually. In recommending this change I want it clearly understood that there is no intention on my part to cause anyone to feel that the office of the Secretary-Treasurer has not been properly conducted in the past, but I think the size of this organization demands a Secretary and a Treasurer.

The National Association has a very large field to cover, and to do effective work there should be more money at the disposal of the officers. It appears to me that there are only three ways to increase our available funds: First, to increase the membership; second, to increase the annual dues; and, third, to reduce the expenses of the officers to a minimum. Of course, we might increase our income by doing a little in each direction mentioned. At the present time, with our very limited resources, a number of important committees which we have has been unable to do effective work, but with increased funds there is no doubt that their influence would be felt in the commercial world.

There is no business of such magnitude as the grain trade that is so thoroughly misjudged by the general public. In no other line of trade can you find more honorable men. Everyday transactions made by the grain man, amounting to millions, are largely made by word of mouth, nothing else binding the transaction at the moment. This cannot be said of other lines of business. I believe that the several associations and exchanges of this country should make it their business to enlighten the people as to the manner in which the products of the soil are handled, so there will be a more friendly feeling existing between the producer and all branches of the trade; and if such a movement is successful, as members of the National Association we should consider that a great work has been accomplished.

Having thus briefly imparted to you my sentiments as they have been awakened by my interest in the future prosperity of the Association and of the grain trade, I have but one more word to add. I ask that you all continue your loyalty to the Association in the future and give the incoming officers the same hearty co-operation that you have given me the past year.

The President: The next thing on the program is the report of the executive committee, Mr. J. M. McCord, Chairman.

REPORT OF EXECUTIVE COMMITTEE.

Mr. McCord: I don't know whether you are aware of the fact or not, but our board of directors have a "goat" in the family and we are always inclined to put the burden on the "goat," and that



JOHN D. BAKER, DIRECTOR.

"goat" is Mr. Courier; and as in former years we are going to put the burden on him and leave it to him to go into detail in the Secretary's report.

With the consent and approval of the committee, all matters requiring action by the committee that

could be intelligently brought before the entire board of directors by correspondence have been so referred by the President and Secretary. While this plan has involved much greater labor on the part of the Secretary, yet it has proved to be very satisfactory and has relieved the committee to a great extent in deciding questions that were of sufficient importance to come before the entire board. The business of the Association that has required action on part of the committee and board of directors has been of very great volume during the past year; only a small part of which required such prompt action as to be referred only to the executive committee, and in such cases, the subject was later brought before the entire board for their approval or disapproval. Your committee have worked in strict accord and very harmoniously with the board of directors, the President and the Secretary of the Association. We very highly commend the careful and painstaking manner in which the Secretary has submitted to the executive committee and the board of directors for their action all important matters that have come before the Association.

As the work of the Executive Committee and the board of directors will be presented in detail in the report of the Secretary, we will not transgress on your time in a review of the same.

SECRETARY'S REPORT.

The President: The next will be the report of the Secretary-Treasurer, John F. Courcier (Much applause).

The Secretary said:

I take pleasure in submitting my Sixth Annual Report as Secretary of the Grain Dealers' National Association. Our routine work shows a marked increase over that of the last convention year, and except for a few bad little hitches which seemed unavoidable, the work has been very pleasant. Members generally have manifested a greater interest in the Association than usual. This is a healthy sign and bodes well for the future of the organization.

ARBITRATION.

Since the last convention we have had to do with 59 arbitration cases which are of record as follows: Awards made before the last convention and complied with this year:

57—Tyner, Nashville, Tenn., for Robb, Wichita, Kan., vs. Gillette-Hardison Grain Co., Nashville, Tenn.

114—L. A. Morey Co., New York, vs. Star Elevator Co., Indianapolis, Ind.

117—Powell & O'Rourke, St. Louis, Mo., vs. A. C. Schuff & Co., Louisville, Ky.

119—J. M. Gwaltney & Co., Norfolk, Va., vs. Pendleton Grain Co., St. Louis, Mo.

126—Barrett Elevator Co., Greenfield, Ind., vs. Bassett Grain Co., Indianapolis, Ind.

Complaints withdrawn:

89—Sidell Grain & Elevator Co., Sidell, Ill., vs. Redman, Magee & Co., Cairo, Ill.

132—Martin B. Jones & Co., New York, N. Y., vs. Seeds, Grain & Hay Co., Columbus, Ohio.

135—The Townsend-Ward Co., Buffalo, N. Y., vs. Clarence Cole, Chicago, Ill.

Dismissed account non-member's refusal to arbitrate:

143—Stockbridge Elevator Co., Jackson, Mich., vs. Lyman Grain Co., Milwaukee, Wis.

Settled direct:

115—J. A. Manger & Co., Baltimore, Md., vs. Woodbury-Elliott & Co., Muncie, Ind.

116—Katharine B. Banks, Admx., Columbus, Ga., vs. Early Daniels Co., Cincinnati, Ohio.

122—J. L. Suttle, Mobile, Ala., vs. Cleveland Bros., Mobile, Ala.

136—Dan Joseph Co., Columbus, Ga., vs. Tift & Peed Grocery Co., Albany, Ga.

137—L. P. Cook, Memphis, Tenn., vs. T. H. Brooke & Co., Atlanta, Ga.

141—D. G. Stewart & Geidel, Pittsburg, Pa., vs. Ireton Bros. & Co., Van Wert, O.

148—J. D. McEachern & Sons, Wilmington, N. C., vs. W. H. Crozier & Co., Nashville, Tenn.

154—L. A. Morey Co., New York, N. Y., vs. Dewey Bros. Co., Blanche, O.

162—Lamson Bros. & Co., Chicago, Ill., vs. L. F. Miller & Son, Philadelphia, Pa.

Awards made and complied with this year:

90—Stockbridge Elevator Co., Jackson, Mich., vs. Paul Kuhn & Co., Terre Haute, Ind.

113—Pendleton Grain Co., St. Louis, Mo., vs. S. Zorn & Co., Louisville, Ky.

127—Rosenbaum Bros., Chicago, Ill., vs. Malsbary & Co., Darlington, Ind.

128—John B. Yeager & Co., Wilkesbarre, Pa., vs. L. A. Morey Co., New York, N. Y.

131—Langenberg Bros. & Co., St. Louis, Mo., vs. Geo. B. Matthews & Son, New Orleans, La.

Award made and member expelled for non-compliance:

111—Ely Bernays, New York, N. Y., vs. Franke Grain Co., Milwaukee, Wis.

Before the Board of Directors on appeal:

120—Isaac Harter Milling Co., Toledo, O., vs. The Urmston Grain Co., Tipton, Ind.

133—Dan Joseph Co., Columbus, Ga., vs. T. H. Bunch Commission Co., Little Rock, Ark.

In the hands of the Arbitration Committee of the Indiana Grain Dealers' Association:

147—Hoge-McDowell Co., Washington, D. C., vs. Nading Mill & Grain Co., Shelbyville, Ind.

In the hands of the Arbitration Committee of the Grain Dealers' National Association:

138—Nixon Grocery Co., Augusta, Ga., vs. W. P. Brown & Co., Memphis, Tenn.

139—Seeds Grain & Hay Co., Columbus, O., vs.

J. M. Gwaltney & Co., Norfolk, Va.

142—Star Elevator Co., Indianapolis, Ind., vs. G. A. Hax & Co., Baltimore, Md.

146—J. Allen Smith & Co., Knoxville, Tenn., vs. Botsford & Barrett, Detroit, Mich.

149—The Beck Cereal Co., Detroit, Mich., vs. The Stockbridge Elevator Co., Jackson, Mich.

In course of preparation:

91—Gale Brothers Co., Cincinnati, O., vs. Southworth & Co., Toledo, O.

97—J. B. Edgar Grain Co., Memphis, Tenn., vs. Mattoon Grain Co., Mattoon, Ill.

121—Jos Gregg & Son, Atlanta, Ga., vs. H. E. Kinney, Indianapolis, Ind.

123—The Updike Grain Co., Omaha, Neb., vs. B. F. Glover Commission Co., New Orleans, La.

124—The Updike Grain Co., Omaha, Neb., vs. J. T. Gibbons, New Orleans, La.

125—Steinhardt & Co., New Orleans, La., vs. Paul Kuhn & Co., Terre Haute, Ind.

129—Perry C. Smith Grain Co., Kansas City, Mo., vs. West-Stegall Grain Co., Montgomery, Ala.

134—Edgar-Morgan Co., Memphis, Tenn., vs. Carr-Lee Grocery Co., Augusta, Ga.

140—The Seeds Grain & Hay Co., Columbus, O., vs. The City Hay & Grain Co., Norfolk, Va.

144—D. G. Stewart & Geidel, Pittsburg, Pa., vs. John H. Millers Sons, Tyrone, Pa.

145—Pitt Brothers & Co., Baltimore, Md., vs. Mt. Victory Milling Co., Mt. Victory, O.

150—Early & Daniels Co., Cincinnati, O., vs. J. W. Brooks, Wilmington, N. C.

151—Early & Daniels Co., Cincinnati, O., vs. McNair & Pearsall, Wilmington, N. C.

152—Harsh Bros. & Co., St. Louis, Mo., vs. Dan C. Wheeler & Co., Chattanooga, Tenn.



JOHN F. COURCIER, SECRETARY.

153—Baker & Holmes, Jacksonville, Fla., vs. Edgar-Morgan Co., Memphis, Tenn.

155—Valdosta Brokerage Co., Valdosta, Ga., vs. Interstate Hay Co., Goshen, Ind.

156—O. H. Wright & Co., Wilmington, N. C., vs. W. H. Crozier & Co., Nashville, Tenn.

157—Valdosta Brokerage Co., Valdosta, Ga., vs. Standard Grain & Hay Co., Cincinnati, O.

158—The Early & Daniels Co., Cincinnati, O., vs. J. H. Cofer & Co., Norfolk, Va.

159—Martin B. Jones & Co., New York, N. Y., vs. E. R. & D. C. Kolp, Fort Worth, Tex.

160—The Early & Daniels Co., Cincinnati, O., vs. J. H. Cofer & Co., Norfolk, Va.

161—Fagg & Taylor, Milwaukee, Wis., vs. S. F. Scattergood & Co., Philadelphia, Pa.

163—S. C. Bartlett & Co., Peoria, Ill., vs. Carr-Lee Grocery Co., Augusta, Ga.

164—McQuillan & Co., Cincinnati, O., vs. Botsford & Barrett, Detroit, Mich.

165—Virginia Feed & Grain Co., Petersburg, Va., vs. Turner-Hudnut Co., Pekin, Ill.

166—McMorran Brothers & Co., St. Paris, O., vs. Model Milling Co., Celina, O.

167—Seymour Grain Co., Buffalo, N. Y., vs. John F. Deck, Churumbusco, Ind.

[A paragraph referring to a case of expulsion of a member is here omitted.]

Of all the features of the Association work, I do not believe that any one of them is as popular among the members as that of arbitration, and yet it is true that very few of the cases we have handled have been put through on schedule time, or without our having to remind one or the other of the members of the existence of the compulsory rule.

Here are some of the objections we have to meet: "Nothing to arbitrate"; "Believes in arbitration but the case in point is one of a particularly aggravating nature involving legal points which should be passed upon by the courts"; "Sure of winning at law, but certain to lose before the Arbitration Committee."

While no one could reasonably expect that a great economic innovation such as arbitration could be accomplished at one fell stroke, yet I believe that the latitude given members in this regard should be reduced to the lowest possible minimum, to the end that only those causes over which men have no control would constitute a reasonable excuse for delay.

There is another thing which needs correction, and that is the tendency of members to wait until they get into trouble and then criticize the rules and regulations of the Association and point out those things which to them seem to be the grossest imperfections. Some members have gone so far (not any more during the past year than during all other years) as to find fault with the Secretary because he would not consent to construe the rules favorably to them. There should be no conflict between the Secretary and members in the matter of signing contracts, filing papers, making awards, and complying with the terms of the awards. When members ask for extension after extension, they should remember that upon the next occasion they may be on the other side of the transaction and be the victim of the procrastination of another.

During the past year I have been impressed more than ever with the great need of promptly reporting cases wherein a determined resistance to the rules of the Association is shown. A careful investigation discloses that where members put themselves in opposition to Association discipline, there is, at least in a majority of cases, some good reason why the other members should be notified of the fact.

PROPOSED BUREAU OF CREDITS.

Mr. Powell of St. Louis has suggested the advisability of establishing a bureau for gathering and disseminating information as to credits. Such a bureau could, I think, be conducted very economically and in direct connection with the arbitration feature of the Association. If country shippers, track buyers, commission men, brokers, receivers, and others would promptly inform the Secretary of overdrafts, delayed returns, repudiated contracts, quibblings over non-essentials, refusals to answer correspondence, and other ills to which the grain trade is heir, the Secretary would soon be in possession of valuable information for the use of members. To make such a bureau effective in its largest possibilities, irregularities should be reported at once, regardless of whether the members so reporting might wish the Association to do more than file the report for reference. If at first no action by the Association were desired, the report would be filed pending further developments. Should the complaining member fail to effect prompt and satisfactory settlement, he could at once apply for arbitration. The contract, when signed and acknowledged by the plaintiff, would be sent the defendant, who would then find himself confronted by a system of credits far more searching than that of any of the old established commercial agencies. The reason for this would be that in addition to being called upon to protect his financial standing and credit rating, he would have his business reputation before the trade to sustain. For the time being, such a credit bureau could be conducted without any additional expense. If it should develop to such proportions as to require the services of an expert, I am quite sure the members of the Association would not hesitate to make appropriations to carry on the work.

UNIFORM GRADES.

You will hear later from the chairman of the uniform grade committee and I shall therefore make only such references to the subject as shall cover that part of the work with which I have been directly connected. On July 18th, last, we received a letter from Mr. Berry, chairman of the Illinois Railroad and Warehouse Commission, in which he invited the Grain Dealers' National Association to take part in a hearing before the Commission for the purpose of determining whether the moisture test should continue to be a determining factor in the grading of corn. We secured two thousand copies of Mr. Berry's letter and sent them to the direct members and the affiliated state secretaries. The hearing, which was held at Chicago July 25th, was well attended and will be reported in detail by Mr. Dennis, chairman of the National Association delegation. Early in September the Commission handed down its opinion. In the printed reports of the decision, a number of causes which led the Commission to arrive at its conclusion, were omitted. Since this subject is one of vital interest to every grain dealer in the country, I have embodied the full text of the Commission's decision in this report and will now read it.

[Decision read. The Commission will soon publish this and other decisions of the Commission of interest to dealers, and will be available to dealers.]

Supplementary to the work of the committee on uniform grades, we have, through our office, succeeded in securing the adoption of the Uniform Grades [as a text book] by the following colleges and other institutions: Commissioner of Agriculture of the state of South Carolina; Commissioner of Agriculture of the state of Florida; Virginia Agricultural Experiment Station; the University of Wisconsin; Tuskegee Normal and Industrial Institute; Connecticut Agricultural Experiment Station; Oregon Experiment Station; the University of Minnesota; the University of Nebraska; North Dakota Agricultural College; Vermont Agricultural Experiment Station; University of Missouri; Ohio State University; University of Tennessee; Pennsylvania State College; Delaware College; Maine Agricultural Experiment Station.

If the progress thus far made may be accepted as an index to the future, it will not be more than a year before the uniform grades which you have promulgated will be in use in every school in the United States where the study of grains is a special feature. This, I think you will agree, means much. Most of all, it means that the boys who are today beginning the study of the classification of grains will tomorrow be the farmers who will prepare the surplus grain of the world for market. By this process we are going direct to the root of all the trouble that has beset the grain trade for so many

years and to the fountain head where permanent corrections can be made.

Our last order of 5,000 copies of the Uniform Grade pamphlet is practically exhausted, and we have unfilled orders from colleges for 1,036 copies.



H. I. BALDWIN, DIRECTOR.

While on this subject, I wish sincerely to thank Mr. Culver, president of the National Association of Chief Inspectors, for the thorough and unselfish manner in which he has assisted in the demonstration of the grades. In the past year, we have received a great many requisitions for type samples to conform to the requirements of the grades, and Mr. Culver has always responded promptly and without charge.

LEGISLATION.

Fortunately for us, the struggle to fulfil campaign pledges kept the National Congress too busy in both the last regular session and the special session to pay much attention to the bills which have, from time to time during the past few years, been annoying the grain trade. I say annoying, because all a member of Congress has to do is to conceive of some form of legislation that might strike the popular fancy and, regardless of whether there is any merit in the bill, force those who would be affected by the proposed law to take as much pains to answer as they would if the measure were really constructive.

According to our information the following bills were introduced during the special session and will be up for consideration when Congress again convenes: S. 223, a bill to regulate the inspection and grading of grain; S. 237, a bill to prohibit draw backs on grain; H. R. 1324, H. R. 14006, H. R. 11, H. R. 56, H. R. 778, H. R. 1620, H. R. 1631, H. R. 2959, H. R. 2968, H. R. 8078, S. 2946, H. R. 12837, H. R. 3009, H. R. 3010, H. R. 3078, bills to prevent trading in futures and to prevent the use of the mails, telegraph and telephone for the transportation and transmission of matter relating thereto; S. 957, H. R. 4726, bills relating to bills of lading; H. R. 8092, a bill to regulate rates charged by telephone and telegraph companies.

TRADE RULES.

As evidence of the important part the Trade Rules of the Grain Dealers' National Association are playing in transactions in grain, our records show that 2,158 printed copies have been sent out on special request. As will be shown by the report of the chairman of the committee, some new conditions have developed which may require the construction of new rules. New rules may be added to the last benefit of the trade, but the universal adoption of the Rules already promulgated argues strongly against changing any rule except for the most weighty reasons.

PUBLICATION OF ARBITRATION DECISIONS.

In pursuance of the instructions given us at the last convention, 53 arbitration decisions are now in type, subject to the orders of the publication committee, of which Mr. Grimes, who will report later, is chairman.

ADDRESS TO CONGRESSMEN.

On December 19th, at the direction of Mr. England, chairman of the committee on bill of lading, we sent the following address to all the members of both branches of the National Congress:

"At the convention of the Grain Dealers' National Association, held in Chicago, October 10th, the following preamble and resolutions were unanimously adopted, and it was further resolved that a copy of the same be transmitted to you:

"Whereas, The great staple crops of the country can only move in interstate commerce under bills of lading; and

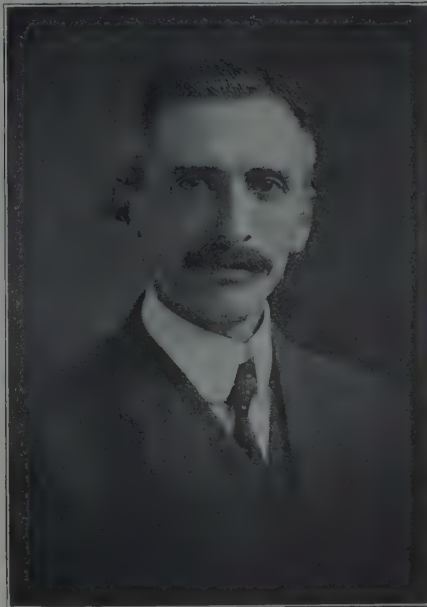
"Whereas, Great laxity has heretofore existed in the issuance of bills of lading for valuable property,

and serious financial loss has been occasioned by accommodation bills of lading, for which legal liability has been escaped, also financial losses have accrued by reason of forged bills of lading, therefore it is essential that bills of lading should be in every sense bona fide, and truly and faithfully represent the facts therein stated, good business principles demanding that for the benefit of the farmer, the dealer, the financial institutions and the carriers that all order bills of lading should be properly safeguarded, and there has been passed by the House of Representatives, and there is now pending before the Senate of the United States "A Bill relating to Bills of Lading" (H. R. 17267), which has for its purpose the prevention of issuing irregular bills of lading of any kind; therefore, be it

"Resolved, By the Grain Dealers' National Association, in annual convention assembled, representing over five thousand buyers, shippers and receivers of grain in the various states of this country, that we heartily endorse Bill H. R. 17267, relating to bills of lading, now pending before the Senate of the United States, and earnestly recommend its speedy passage; and be it further

"Resolved, That a copy of this resolution be forwarded to the President of the Senate of the United States, with the request that it be presented to the Senate."

"The fact that the grain crops of this country are transported only under bills of lading, makes it important to the farmer, interior shipper, dealer, receiver and exporter, that in entrusting their property to the carrier they should receive a bill of lading of undoubted integrity and clear in its provisions. None of these interests seek to impose hardship upon the carriers, and the protection of the latter is equally important, in order that the carrier may be safe from the wrongdoing of its agents, or fraud on the part of persons ever ready to take ad-



JAMES L. KING, DIRECTOR.

vantage of any opportunity to perpetrate a wrong. "Banks and other financial institutions handle practically all of our bills of lading and are not willing to accept them unless they can have reasonable assurance that the documents are safe and that their terms are enforceable. A refusal on the part of financial institutions freely to accept bills of lading as collateral for sight drafts, or otherwise, will greatly impair the handling of the grain crops of this country, imposing upon the producers and all others engaged in the business, expense and delay, the result of which must be most serious. Therefore, the Grain Dealers' National Association most earnestly requests the early passage of the Stevens bill, as it will eliminate many of the disadvantages under which the farmer and handler now labor.

"(Signed)

"CHARLES ENGLAND, Chairman Bill of Lading Committee, Grain Dealers' National Ass'n.

"E. M. WAYNE, President.

"JOHN F. COURCIER, Secretary."

COMMITTEE ON TELEPHONE AND TELEGRAPH SERVICE.

At the direction of Mr. Beatty, chairman of the committee on telephone and telegraph service, we sent the members three different circulars relating to the work of the committee. Mr. Beatty will report later and give a full account of what has been done."

MEMBERSHIP.

At their meeting immediately after the adjournment of the last convention, the board of directors authorized me to employ a special agent to solicit applications for membership. Mr. Riley of Indianapolis was employed and he continued with us until March 1st, when he accepted the secretaryship of the Indiana Grain Dealers' Association. The proceeds from the 57 applications he received a little more than paid his salary and expenses, thus proving the practicability of that plan of securing members. On account of the enormous increase in the work of my office, I was not able to spend as much time in the solicitation for members as I did the

year before, but in spite of that limitation, we were able to add 75 applications to the 57 taken by Mr. Riley.

OFFICIAL BULLETIN.

The problem of holding new members has been one that has given us a great deal of concern. During the six years of my incumbency as Secretary, we have enrolled 586 direct members and, since the reasons why grain dealers should sustain membership in the Association have been more numerous and valid each succeeding year than they were the last preceding, it is only reasonable to assume that the yearly defections among new members may easily be traced to their lack of information as to what the Association does for the trade. Recognizing the inefficiency of irregularly issued circulars as a means for properly classifying and transmitting information, the members of the board of directors have recommended for your approval, the publication of an amplified form of "Who Is Who in the Grain Trade," to be issued from the office of the Secretary twice a month. The Bulletin, as approved by the board of directors, will contain:

1. Complete lists of Officers and Committees, direct members, affiliated associations, associate members, honorary members.
2. Complete account of arbitration, subdivided: Applications for arbitration, contracts signed, papers filed, decisions rendered, compliance with terms of awards, defaults, discipline.
3. Trade Rules inquiries, decisions and adoptions.
4. Legislative activities, including a record of bills.
5. Transportation matters, including digests of Interstate Commerce Commission and Commerce Court decisions.
6. Progress of the Uniform Bill of Lading.
7. Demurrage.
8. Natural shrinkage.
9. Telephone and telegraph service.
10. Plans for the improvement of crop reports.
11. Progress of uniform grades and information concerning their adoption and observance. Under this head the rulings of the Federal Pure Food officials will be given.
12. Editorial comment in advocacy of the policies of the Association as laid down at the annual meetings and by the board of directors.

You will recall that in speaking of arbitration I made reference to the delays which have attached to the filing of papers and to the general work of that branch. I believe that classified standing lists of all cases will tend to lessen the average time consumed by members in the preparation of their papers. I do not think members would contribute so freely to delays if they knew that all the members of the Association were watching the progress of the case. We believe that the Bulletin will be invaluable as a ready reference, that members will soon be looking for it, and that it will bring the entire membership into much closer contact than would otherwise be possible. The solidarity thus effected will unquestionably attract the attention of non-members, to the end that the Association will be one of great numerical strength and power in keeping with its name.

For several years we have been seeking to put the requirements as to dues in such shape as to prevent irregular resignations and thus avoid controversies with members over the payment of dues on and after July 1st of each year. Under Section 3 of Article IV of the By-Laws, provision is made for a continuous membership, and under Section 4 it is provided that dues become payable July 1st of each year. Notwithstanding the religious care with which we direct the attention of prospective members to this law, and the earnestness with which we endeavor to impress upon them the importance of its



J. W. McCORD, DIRECTOR.

observance, we receive a number of resignations out of time. Upon calling the attention of those thus resigning to the provisions of the By-Laws and explaining to them the fairness that would distinguish their consideration for the elective officers

in giving reasonable notice of their intention to withdraw their support, we have always succeeded in inducing all but a few to pay their dues and continue to sustain their memberships. Some of these have thereafter made the best of members. The few who insist upon disregarding their obligation to the Association give us a great deal of trouble and by so doing lead us to believe that they know nothing of that quality of temperament which prompted Emerson to enjoin us to pay every debt as if God wrote the bill.

As a further means toward the correction of this abuse, I would respectfully suggest that you instruct your Secretary to add to the body of the application blank now in use the following special agreement: "It is especially understood that I am subscribing for a continuous membership which shall run from year to year, and that unless I resign on or before June 5th of any fiscal year for which my dues have been paid, nothing shall excuse me from the payment of my dues for the ensuing fiscal year."

If the fullest economic development of the Association and the wholesome prosperity of her members is what we are striving for, nothing could be more desirable as a part of the foundation than the employment of strictly business methods in the conduct of the routine affairs of the organization.

We have had some complaints of the law which requires the payment of a full year's dues after they have become due and payable July 1st. If the compulsory rule is to mean anything, there must be a dividing line somewhere and a full year in which to tender resignations ought to be sufficient. If memberships were not continuous, there would be a period of about three months every year in which members of the Association would have no way of knowing who were members and who were not.

The following is a statement of the present membership:

Reported at Fourteenth Annual Meeting..... 528
Enrolled 122

Total 650
Lost by death, out of business and resignation.. 74

Net direct membership..... 576
Affiliated, unchanged..... 1,031

Total membership..... 1,607

This shows a net gain of 48 direct members, and an increase of \$720 in the earning power of the Association.

Before proceeding to my financial statement, I wish sincerely to thank President Wayne, the board of directors and members for the courteous treatment they have accorded me during the convention year now closing.

FINANCIAL STATEMENT.

Receipts:
Cash on hand last report.....\$ 1,557.65
Direct membership dues..... 8,430.00
Affiliated membership dues..... 710.50
Arbitration deposit fees..... 440.00
Sundries itemized—
Expense personal hearing, case Harter
vs. Urmston..... 113.65

Expenditures:
Postage 386.00
Salary account... 6,009.32
Arbitration committee expense..... 89.41
Rent and office supplies..... 371.60
Printing and office supplies..... 1,045.71
Secretary's traveling expense..... 770.35
Express and telegrams..... 193.06
Refund arbitration deposit..... 194.00
Sundries itemized:
Hotel La Salle.....\$ 7.32
J. C. Lincoln..... 22.00
Report of 14th Annual Convention 79.50
Refund to Grain Dealers' Journal,
balance Niagara Falls working
fund 40.00
Exchange 47.31
Law Reporting Co..... 20.00

Miscellaneous expense itemized:
C. B. Riley, salary and expense..... 955.61
Cash:
In bank.....\$970.11
On hand:
Ill. Assn. ck.....\$23.00
Currency 27.00

BUYING BY THE HUNDREDWEIGHT.

The President: On account of the lateness of the hour I am going to rush matters through, and the other committees to report will report after the few remarks we will have from the two gentlemen on the program.

We will hear now from Mr. A. Mennel on "Buying and Selling Grain on 100-lb. Basis."

Mr. Mennel was heartily greeted. He said:

The question of buying and selling wheat, corn, oats, rye, barley, wheat-flour and other grain products, on a 100-lb. basis, has been agitated for many years and voted on favorably at various meetings of grain dealers and millers without practical results. At a meeting of Ohio grain dealers at Lima, Ohio, on September 22d, 1911, it was voted unanimously to adopt the system of buying all grain by the hundredweight, effective January 1st, 1912.

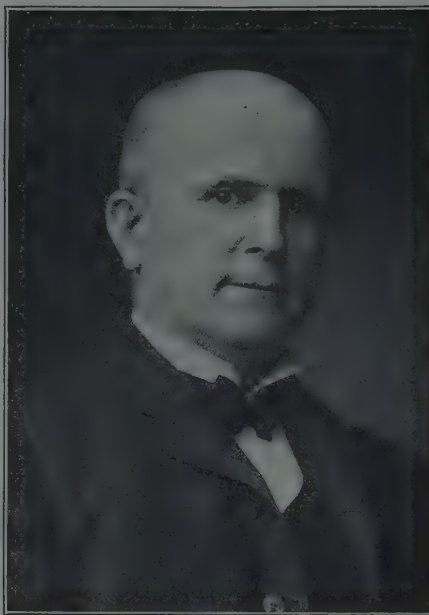
In some portions of Ohio ear corn is bought by the bushel, in other sections by the hundredweight.

When bought by the bushel, no one knows what it takes to make a bushel, the weight varying from 68 lbs. for dry corn to 78 lbs. for corn with much moisture. Why confuse the farmer with uncertain figures of this kind? Give him the weight in pounds and price per hundred, and he will know exactly what he delivered to you and what is due him.

You need not fear any trouble with the farmer if you buy his grain by the hundred; that has been demonstrated by buying corn in that way. Every farmer in the United States knows what a hundred pounds means, while few, if indeed any one of us, know what it takes to make a bushel of wheat, corn, oats, rye and barley in every state of our country.

It is about time that the grain dealers of the United States take action in this matter and do away with the meaningless and useless term bushel. When you buy grain from farmers the first thing you do is to weigh it. Why not stop right there, instead of dividing the weight by 60 for wheat, 56 for corn, 48 for barley, and 32 for oats, to get bushels? The moment you ship this grain it is again converted into pounds and the freight charges computed on a 100-pound basis. In invoicing the grain to the buyer, you once more convert the weight into bushels, repeating this operation several times more before the grain is finally consumed. This is surely an economic waste and borders on absurdity.

No Federal nor state legislation is required to carry into effect the cental system. It is now in use in the states of California and Florida, and once you buy and sell by the hundredweight, you would no more go back to the bushel than any one of us would be willing to exchange our decimal system of currency for the English pound, shilling and pence.



A. MENNEL.

Many years ago a friend and business associate of mine remarked to me one day that every man ought to have a hobby. To my knowledge I did not have one at that time, but soon after I found much satisfaction in talking about the decimal system; and this became my hobby, which I have ridden ever since, and for more than fifteen years. Now, gentlemen, this hobby is made of strong material and will carry every one of you if you are disposed to look at the question the way I do.

Why is it that in starting out with the grain we handle it in pounds and then we turn around and immediately get it into bushels? What satisfaction is there in knowing the price of a bushel of corn as being on basis of 56 pounds of corn? It is far more satisfactory to do it on the hundred-pound basis; and when you do that, in most cases you don't need a pencil and paper to figure out what is coming. I hope the grain dealers will take this question up and eliminate the bushel so far as grain is concerned. Now, it is barely possible that some of the gentlemen connected with large exchanges where grain is traded in in futures, that they would consider the hundred-pound basis as not adapted to their needs, but, if necessary, it can be on a ton basis, but a ton 2,000 pounds, not of 2,240 pounds. There is no more sense in the ton of 2,240 pounds than there is in the bushel of 60 or 56, or any other such basis. I thank you. (Applause.)

THE NEW AGRICULTURE.

The President: We have with us today Mr. Howard H. Gross, of Chicago, Ill., President of the National Soil Fertility League, who will address us on the aims and work of that body. Gentlemen, Mr. Gross.

Mr. Gross: Mr. Chairman and gentlemen (I think the ladies are all gone): I am much obliged for the applause. It probably is the only occasion that it will be appropriate.

In my short life, Mr. Chairman, I have had the privilege of talking to a number of bodies of men engaged in various lines of business, and when I was asked to come and speak to the grain dealers,

I knew they were keen and alert and wideawake; and I felt at first as though I had better put my money in the inside pocket, but I am going to leave it in my overcoat and anybody that wants it can have it. I want to say there isn't a legislature in this United States made up of as high-grade men. You have got the House of Representatives at Washington discounted, and you can discount some senators—from certain states at any rate. (Applause.)

I listened to the eloquent address of the mayor of this city, in which he said we were in the center of the greatest grain producing country in the world. Do you know that some of us can remember when in the geographies we studied as boys nearly everything west of the Missouri River was called the "Great American Desert?" That was true. That was supposed to be true in the early days when people settled along the Atlantic Coast—the whole interior was an unknown land. There seemed to be so much land that everybody had about all they cared to take. There was about as much land as sky. The Government busied itself for years giving away land to railroads and other corporations; and we never expected to see the time when the land would be all gone, or taken up, there seemed to be so much of it. Here where this great and beautiful city of Omaha stands, fifty years ago it wasn't on the map. Seventy-five years Chicago was a trading station and amounted to nothing. The rush of people from the Atlantic slope to the foothills of the Rockies is an event unparalleled in the history of the world. They spread out over this country, farming here and there a little, just scratching the surface. They said, "The soil is so rich we can tickle it with the hoe and it will laugh with the harvest." The result was that we have grown up in the last hundred or hundred and fifty years—in the last fifty years—so many poor farmers and a loose method of agriculture, simply to plow and sow and reap, plow and sow and reap—no more agriculture than to cut a man's leg off with an axe is surgery. Look at the yield from our acres: 14.3 bushels of wheat the average for the whole country for ten years while in Germany the average is 23 bushels; England, 32; Belgium, 34; Denmark, 40 bushels, and on land that has been under the plow for a thousand years.

The greatest asset and the most important thing of this country or any country is the fields of fertile soil. From them everything comes. Were it not for the fields there would be no Omaha, no Rome Hotel, there would be no Grain Dealers' conventions. Every man who walks and eats and breathes and walks the streets is dependent upon the soil for his existence. I want to say to you with all possible emphasis that the man in whose name the section of land may stand is not the owner of that land in the highest sense; he is simply the custodian of it. His highest duty is to use it, conserve it, build it up and pass it on to his successor. So, in a higher sense, we are trustees for the future. We have no moral right, no right whatever, to rob the soil of its plant food and its fertility than I have, Mr. Chairman, to rob you of your watch and chain. Humanity demands, and the future needs, these fertile fields to take care of the growing population. A few years ago we were large exporters of foodstuffs. We are now large exporters of manufactured products and small exporters of foodstuffs. In Europe today they are rioting because of the high cost of living. They can't get enough to live on.

We have a duty in the premises, and that is to seek to get a higher standard of production from American farms. You gentlemen are interested in doubling the yield of the farm; for if you can have two bushel of grain in place of one to buy and trade on, it is to your interest. Somebody has said that we have a high cost of living, that it costs more to live now than it has cost in the history of the oldest. That is true; 98 per cent of our corn is now consumed here. James J. Hill, whom I regard as the greatest man I have talked to, except the chairman of this meeting (laughter), says that in twenty years, unless we improve on our methods, millions of our American citizens will go to bed supperless. That is no idle dream. We now have about 93 or 94 millions of people, and we produce barely enough for them to live on.

Twenty-three years ago the Department of Agriculture was opened in Washington upon the theory that agriculture was the world's greatest industry. Agriculture was what this country most depended upon; and it was important to every citizen that we have the highest and best practice possible in that line of work. Let me say that the production from the farm is not a farmer's question so much as it is a city man's question. If, perchance—I trust in God it never will come—when the wolf of hunger sweeps over the land, it will be through the city streets and not the country lanes. The farmer will take what he wants first, and we will trade and do business on what is left. So it concerns every one of us to see that the food supply, upon which all business rests, is ample and sufficient for the present, and take such steps as will insure it for our posterity.

Now, when I don't know what I am going to say next, I tell a story, and then the thing comes to me and I go on. The story is that of two Irishmen who landed in New York, and they got upon lower Broadway—one named Tim and the other Terrance. Tim was very talkative; and when he got up there among the high buildings, he stared up at the height of them, and did it continually until quite a few people were watching him; and he says to Terrance: "Look at that, 1, 2, 3," and on up until he counted 24 stories. "There is nothin' like that in Ireland. This is a wonderful country, here in America." And so he kept on talking, and the people that were attracted listened. He was talking and comparing this and that and one thing and another with the sights he knew in the old world, and he was very enthusiastic over the beautiful architecture and evidence of wealth and refinement on every hand; and finally a couple of college boys came along and they

thought they would have some fun with the Irishmen. And one of the fellows said: "What do you think of America?" And Tim answered, "It is a wonderful country you have here—wonderful, wonderful; great wealth and refinement on every hand. You ought to be proud of your country." Quite a large crowd had gathered by that time, and they talked back and forth, and finally one of the boys had a bright idea come to him and he said to Tim: "Have you seen the morning paper?" Tim says, "No, I haven't. Is there anything startlin' in it? What is it?" And the college boy answered, "The devil is dead." And Tim said, "Well, well; what do you think of that—what do you think of that? Good job done. When did it happen?" And the boy replied, "Half past ten last night." And Tim said, "So the devil is dead. Well, well, I am glad of it." And everybody was laughing at that; but the Irishman was sober, and finally he put his hand in his pocket and took out two ten-cent pieces and handed one to each of the boys. And the boys spoke up and said, "What is that for?" And Tim replied, "I've made it a practice all my life to be kind to the orphans in their bereavement." (Laughter and applause.)

The farmers of this country from the first have been soil robbers. They have cropped and cropped the acres until they failed to give a satisfactory return, and then they would go westward where there were new and richer lands; and all over the Atlantic slope and other parts of the country there are hundreds and thousands of millions of acres that have been abandoned because they will not return sufficient to pay for the cultivation. Shall these principles go on? Shall they continue until we have a barren waste instead of fertile fields? The Department of Agriculture, at great expense, has been sending men to all parts of the world, to every land and clime, carrying on hundreds and thousands of experiments and investigations, and have ascertained and have codified and have on hand a vast fund of knowledge which, if applied to our farms today, would double the production. They send out bulletins, twenty millions of them, so Mr. Wilson told me the other day—twenty millions of these bulletins they are sending out this year, and of that twenty millions probably nineteen and a half millions are in such language that the farmer can't understand it or make any use of them whatever. They are too technical and too general; and when the farmer gets the bulletin, if he gets it at all, he glances at it and throws it in the waste basket. The Department of Agriculture sends out lecturers to address the farmers, and I have been to some of the lectures and have been one of the lecturers, and our talk as a rule is over the heads of the farmers. We are not talking in the language of the farmer.

Now, it is time that we do something. We have spent a couple hundred of millions of dollars by the Department of Agriculture and colleges to try and get the farmer to use a better method of conducting his farm, conduct it so as to get two bushels instead of one. Europe was up against the same thing. Denmark, thirty years ago, was poverty stricken, and the government got busy, and what did it do? They established secondary schools, made a traveling school and would go and spend a short time in each locality and then move on to some other; but that didn't reach and influence the man behind the plow. Then what did they do? Just exactly what we have got to do. They adopted the "show me" principle.

Now, the farmer is clear headed. You talk to him about a theory, and he has heard so many half-baked theories put up to him before that he doesn't attach much importance to it; but show him a settled fact, demonstrate to him a thing in his own neighborhood, and he understands it at once. So they carried out into the provinces field teachers, the agriculturists or demonstrators, who go right to the farmer's home and discuss the matter with the farmer, get out on the ground and find out what the soil constituents are, and find out what ought to be done before commencing to do something; and the result was that in a few years Denmark was raised to a country where her citizens were prosperous and they had plenty. In Denmark, which then had a record of about 21 bushels to the acre, they now have a record of 40 bushel sustained production. We have but 14. What do you think of it?

Belgium took it up—the same plan; that is, to send men out to teach the new knowledge to the farmer, interpret it, get him to adopt it, show him how to apply it to the local conditions of his farm; and it was successful. Here, a few years ago, Dr. Kanpp of the Department of Agriculture at Washington, financed by the Rockefeller Foundation, went down South and in certain localities got a-hold of poor devils, white or black, who couldn't read or write, with "forty acres and a mule" with a rope and harness, and showed these fellows how to prepare a seed bed and cultivate so that they were able to raise two bales of cotton to the acre where they had been raising one, and two or three bushels of corn where they had been raising one, and they are still doing it. One man said to me: "He came down and wanted to take five acres of my farm and raise cotton." He said: "I thought I would try and be a decent fellow; but I had been raising cotton for forty years on my farm, and I thought I could tell everybody how to raise cotton, and no one could tell me; but I proposed to be a good kind of fellow, and I took that five acres and did a lot of things that were foolish, just because I agreed to. I plowed it deeper and I harrowed it, and got the bed in such shape as to finally satisfy the demonstrator, and he put the cotton in;" and, he said, "I raised 1½ bales to the acre, 7½ bales to 5 acres, and on the rest of my farm I got but a little better than a third of a bale per acre." And he added: "You could have knocked me down with a feather. As a practical cotton grower, I am just one year old."

The agricultural colleges and the experiment stations all over this land—at Madison, Champaign,

Wooster, Ohio, and every other state—are producing sometimes three times as much as the average of the state on grain; and where they have gone out and shown the men what to do and how to do it, the other fellow has been able to get it. Now, it seems to me the time has come when the greatest economic question before us today isn't the tariff, it isn't reciprocity, but how shall we preserve the fertility of our soil and build it up so it may sustain the future population of this great country and allow us to continue our business and grow in prosperity and advance in civilization, as God Almighty meant we should do? Without it we are on the downward trend, and, let me tell you, it is only a step from hunger to anarchy and revolution. You must feed the man or he becomes a beast. If you are going to christianize a man, educate him; if you are going to have any business, you must feed him. The reason the American workman is better than any other workman in the world except Canada is because the United States is the only country in the world where all the people eat the same food. The European workman eats meat once a week, sometimes not that often. In America, under the flag we love, we have got to do one of two things: We have got to produce more or eat less. That is what we are up against. We have got to produce more and waste less, for we are the most wasteful people on God's green earth. We have got to wake up and do something.

Do you want another story, I am pretty near out of think? (Cries of "Sure.") The Bishop of London was walking on the Strand one day, a cold, raw March day, and he turned off the Strand down a little street toward the embankment. He had gone but



HOWARD H. GROSS.

a few feet when a ragged urchin, red headed, looked up and said, "Bishop, what time is it?" The Bishop thought he would teach a lesson right there and then; and with a good deal of formality and deference he unwrapped his robes and took out his watch and said, "It is half past four, my son." The little fellow was offended and said, "You can go to Hell at half past five." The Bishop was shocked and made a great to do about it, and he grabbed for the boy, but when he grabbed here the boy was there, and the Bishop was old and stout and he couldn't catch the boy and finally the boy ran around the corner and the Bishop after him. Just as the Bishop turned the corner he ran against the Bishop of Oxford, and the Bishop of Oxford said: "Bishop, what is the matter? What is the matter? Your face is red and you are all in a flurry. What is the matter? What is the matter?" And the Bishop of London said: "You see—that boy—down—there?" "Yes, what about him?" "Well," he said, "he asked—me—what—time—it—was—and—I—told—him—it—was—half past four, and he told me to go to hell at half past five." And the Bishop of Oxford looked at his watch and said: "No hurry, Bishop, you have got an hour yet." (Laughter.)

Well, I have been thinking over this proposition for about two years, and for the last six months I couldn't think about anything else. I had letters come in requesting quotations on goods I had to sell; and I never made the quotation. I would lie awake hour after hour at night, thinking about this proposition, of what could be done. And finally I said, I have got to do one of two things, either undertake the proposition of carrying on a campaign that is countrywide and get the farmer to sit up and take notice and remedy this thing, or send me over to Jacksonville or some other insane asylum. I took the matter up with Dr. James, and he said the plan would work; but the trouble is to get the money appropriated. In this country you have got to have public sentiment, and public sentiment is the greatest thing in the world. When the people make up their mind they want something they get it. I talked with him and he said the plan would work.

The plan was simply to have the governor of the state make such appropriation as necessary so the colleges of agriculture could do extension work and

send out in every county an agriculturist to study local conditions, help the farmers apply to their farms the new knowledge of agriculture, and have little experimental beds to be farmed by themselves. I talked to Mr. Frank of the International Harvester Co., and he said he would help. He asked what it would cost to carry on the campaign. I then talked to Mr. Mitchell and Mr. Logan, one of your Chicago grain men, and they were as enthusiastic, and finally John J. Mitchell said, "Go to Washington and get the President, if you can." And I went to Washington and I saw Mr. Taft and spent three-quarters of an hour with him, and he asked a few questions and then said, "I guess that is the greatest work that can be undertaken for this country. What can I do to help you?" And I said, "I want you on the advisory committee," and he said he would be glad to serve. So next I went over to see Champ Clark—I thought I ought to have a Democrat—and he listened to me and danced all around and said: "Why in thunder didn't I think of that; how can I help you?" And I said I came down after a million dollars, and he said: "I will help you get it. The Government hasn't done what it ought to by agriculture."

So we organized the National Soil Fertility League, of which I was chosen president. On the advisory committee we have James J. Hill, who, as I said, is, I think, the greatest man I ever knew—except the chairman here; Champ Clark, William J. Bryan, Samuel Gompers of the Federation of Labor, W. D. Horde, Van Hise of Wisconsin, and others. There is a list of men who are back of this proposition with their influence and most of them with their money, and our plan is to go to Congress and ask for an appropriation that in the aggregate shall never be more than one cent per acre; but one cent per acre will produce ten million of dollars for this extension work. And then we propose to have in every state in this Union bills introduced through the legislatures that they will pay half the expense and start this plan. Perhaps there would be 25 or 30 men sent out the first year in Nebraska, and more the next, and so on, until in a few years we would have every county provided with men to show the farmer how to get the best results; raise 90 to 100 bushel of corn to the acre, raise 35 or 40 bushel of wheat to the acre instead of 14. It can be done.

There was introduced in Congress last session a bill—it is House Bill 13489, I believe—that provides that the Federal government shall contribute to the land-grant colleges and state agricultural colleges an amount equal to one mill per acre for the first year, two mills the second, and so on, that money to be solely and alone for paying one-half the expense of this campaign of education and put out in the respective counties a field teacher or demonstrator, or agriculturist. The bill is a very short one. I won't read it all, but just the essential features. We are going to get back of this bill and it will be endorsed tomorrow and the next day and the next day, but this is the first time it has ever been presented to a gathering of this kind, and if you in your wisdom will get behind this bill and adopt it, you will have the distinction of being the first organization to do so.

The bill is one to provide for increased annual appropriations to the several states for the agricultural colleges established under the provisions of an Act approved July 2nd, 1862, and for the demonstration of practical and scientific methods of agriculture, and is as follows:

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that there be and hereby is annually appropriated, out of any money in the treasury not otherwise appropriated, to be paid as hereinafter provided, to each state, for the more complete endowment of the land-grant colleges established under the provisions of an Act of Congress approved July 2nd, 1862, a sum equal to one mill for each acre of farm land in the respective state for the year ending June 13th, 1913, and an annual increase of the amount of such appropriation thereafter for nine years by an additional one mill per acre of farm land over the preceding year, and the annual amount to be paid thereafter to each state shall be equal to ten mills for each acre of farm land in the respective states as reported by the latest decennial census: Provided, that no state shall be paid under the provisions of this Act a larger sum during any one year than the aggregate appropriations otherwise provided for the same year for agricultural instruction, investigation, and extension by the land-grant colleges and agricultural experiment stations in the respective state.

"That the sums hereby appropriated to the several states for the further endowment of the land-grant colleges shall be used for the support of well distributed fields or farms for the demonstration of practical methods of soil improvement and preservation in economic system of permanent agriculture, with suitable control or check plots within which to contrast the improved methods, and for the employment of demonstrators for the extension and practical demonstration among farmers and land owners of scientific methods of agriculture.

"That the sums hereby appropriated to the several states for the further endowment of the land-grant colleges shall be paid by, to, and in the manner prescribed by the Act of Congress approved August 13th, 1890, entitled An act to apply a portion of the proceeds of the public lands to the more complete endowment and support of the colleges for the benefit of agriculture and the mechanic arts established under the provisions of an Act of Congress approved July 2nd, 1862.

"That Congress may at any time amend, suspend, or repeal any or all of the provisions of this Act."

Let me say that the yield from the field is about nine billion dollars a year, about a hundred dollars for every man, child and woman in the world, and if by expending a few cents carefully we can double

the output and raise it to eighteen billion instead of nine,—and the world is ready for it,—you will be putting in ten cents and taking out a hundred dollars, and the fund accrues to all the people of the states of our Union. It will give you, gentlemen, twice as much to do. You will have to have more elevators and more clerks and work overtime,—but this will come on gradually and you can adjust yourselves to the conditions. (Laughter.)



CHARLES ROCKWELL.

But the campaign properly before the world today is an adequate food supply, and no country ever became great and prosperous if they didn't feed their people well. Get after the members of Congress and legislature and see if we can't put this through. I want to read what President Taft said in Kansas City in his great speech. I say "great speech" because I helped give him some of the data (laughter) in regard to that proposition:

"The welfare of the people is so dependent on improved agricultural conditions that it seems wise to use the welfare clause of the Constitution to authorize the expenditure of money for improvement in agricultural education, and leave to the states and private enterprise general and other vocational education. The attitude of the Government in all this matter must be merely advisory.

"It is now proposed to organize a force of three thousand men, one to every county in the United States, who will conduct experiments within the county for the edification and education of the present farmers and of the young embryo farmers, who are being educated. It is proposed that these men should be partly paid by the county, partly by the state and partly by the Federal Government, and it is hoped that the actual demonstration on the farms in the county—not agricultural stations or schools somewhere in the state—but in the county itself, shall bring home to the farmers what it is possible to do with the very soil that they themselves are engaged upon.

"It is ordinarily not wise to unite administration between the county, state and Federal governments, but this subject is one so all compelling, it is one in which all people are so much interested, that co-operation seems easy and the expenditure of money for a good purpose so free from difficulty, that we may properly welcome the plan and try it."

I want to say that this plan has been received with greater favor than I expected, and we will get an appropriation from the Federal Congress of at least \$1,000,000 at the next session. Almost everybody is after it, and we want you to assist in creating the sentiment showing that the people are for the proposition as well. I think that in five years you will have 50 or 60 per cent more grain to handle, and in ten years you will have twice what you have now.

If in your judgment it is worth while for your organization to get back of this proposition and endorse it and pledge your support to this bill, you will have been the first organization on earth to have the opportunity. In a week from now there will be half a dozen of record. Do you want to lead? It is up to you. (Applause.)

Mr. McCord: Mr. President and Gentlemen: We have had a great big subject placed before us, one that we are somewhat acquainted with, and it has been brought before us by a good, big, broad-gauged man, physically, mentally and otherwise. We know something of this, and it is up to us grain dealers—we are always after the best and the most we can get—to take the initiative as an organization and I want to offer this resolution:

"Resolved, That the Grain Dealers' National Association in convention assembled endorse the plan and purpose of the National Soil Fertility League, and urge its members to co-operate with the League in their respective localities: and

"Resolved, That we endorse and urge the passage by Congress at its next session of House Bill No. 13,489, of the 62nd Congress, so that the colleges

of Agriculture may undertake and carry out the extension work therein contemplated; and "

"Resolved, That we urge the Legislatures of the several states to enact such legislation and make such appropriations as are necessary to inaugurate and carry out the plan."

I offer this resolution and I trust you will not refer it to the committee on resolutions because we haven't a committee now and we want to put it through.

Mr. Paddock: I move you that the resolution just read by Mr. McCord be adopted. Seconded by Mr. Boney.

Rising vote taken and the motion unanimously carried.

MEMBERSHIP REPORT.

The President: The next will be report of the committee on membership. Mr. Charles Rockwell, chairman. (Applause.)

Mr. Rockwell: Mr. President and Members of the Grain Dealers' National Association: I might say here that you have heard the sum total of this in the report of your Secretary-Treasurer, but nevertheless I take pleasure in skimming over it.

The report was as follows:

Your committee on membership takes pleasure in submitting the following report:

Total number of members reported at last convention	1,559
Number of members added during the past year	122
Number of resignations	74

Leaving a net gain of..... 48

Total membership to date.....1,607

Your chairman, having such a restricted field of operation, has been unable to add very many members by his own efforts, and nearly all of this increase is due to the earnest activity of your worthy Secretary, Mr. John F. Courcier. During the past year he has made a trip east as far as New York; two trips through the South; and several in the West, resulting in recruits from the different states as follows: Georgia, 16; Michigan, 16; Missouri, 14; Florida, 11; Chicago, Ill., 15; Nebraska (Omaha), 11; New York, 9; Tennessee, 6; Pennsylvania, 5; Indiana, 5; Minnesota, 3; Arkansas, 2; Wisconsin, 1; Alabama, 1; Iowa, 2; Maryland, 2; Mississippi, 2; North Carolina, 1; total, 122.

The resignations, for reasons given, were as follows: Resigned, 52; out of business, 17; expelled for non-payment dues, 2; failed, 2; deceased, 1; total, 74. The net increase is 48.

I am very sure that as grain dealers throughout the country learn more of the benefits to be gained by membership with our Association our growth will be much more rapid. Personally, I believe there is no better asset in business than RIGHTEONESS, and I know that the entire effort of our Association is to establish and maintain business on right lines, and according to correct principle. The grand work of our arbitration committee proves that to be a fact, and our own members will quickly realize that they are being protected against willful or careless errors; and grain dealers who are not members will seek to become so when they learn of the protection that would be theirs by becoming a member of this Association.

As the result of investigation by our arbitration committee, if it should become apparent that willful errors were committed or fraud indulged in by one member against another, this would be severely reprimanded, and if continued in, such member would be expelled from our association; and by this purifying method the general conditions of the grain trade would be greatly elevated and advanced.

The semi-monthly bulletin which has been arranged for publication by our Association will be of very great value to the members and will also aid in gaining new members, as the benefit of our Association will be so much more easily seen and recognized by grain dealers in general throughout the country.

I feel like urging a greater spirit of co-operation among members and advise trading strictly with members and by informing dealers who are not members that it is our desire to trade only with members, they will quickly come into our ranks, and thus both they and we will be benefited.

I fully believe that the time is not far distant when it will be unnecessary for us to solicit new members, but that grain dealers will come to us and request the privilege of becoming members of our Association.

Now, gentlemen, you that have spent time and money coming here, know the benefits of the Association or you wouldn't be here. There are other members who are kept away by matters that could not be overcome; or they would be here; but there is a large field. A great many grain dealers are not members, and I am very sure they would be if they knew what benefit would accrue to them and the protection that would be gained by joining. I wish it were possible for every grain dealer in the country to have heard the inspiring speech of Mr. Paddock and the words of our gifted President. I think they would quickly join us. The new Bulletin that will be soon under publication and circulated semi-monthly will aid very greatly; but I would like to urge and exhort for a greater spirit of co-operation among members. I would like to advise trading strictly with members, and if we tell our friends we are now trading with who are

not members that we desire to trade only with members, they quickly will consider our remarks and join us.

I fully believe that the time is not far distant when it will be unnecessary for us to solicit new members, but that grain dealers will come to us and request the privilege of becoming members of our Association. (Applause.)

ARBITRATION COMMITTEE.

The President: The next committee is the committee on Arbitration by Mr. Adolph Gerstenberg, chairman. (Applause.)

Mr. Gerstenberg: Mr. President and Gentlemen: You readily realize that in arbitration work it is very hard for the committee to blow their own horn. You realize that whenever we have a case, when that particular work has been performed, we virtually have made a report right up to date, because we are cleaned up to that time; but there have been a few points come up that I thought were proper to call to your attention.

Your committee on arbitration respectfully submit their report as to the trust placed in their hands for the past year.

We report that every case given to us has received careful attention, and has either been closed, or is in the course of final adjustment.

As to our inability in not being able to report all cases closed, we would ask you to take into consideration that every case handled has been a complicated one, with differences arising amongst our arbitrators as to the final award. This could not be avoided, as the other members also have their strong opinions, and it requires strong reasoning for us all to finally agree as to the final verdict.

This occasion is taken advantage of to express to the other members of the committee my deep appreciation for their earnest and sincere efforts to help make this committee's work an enviable one and assist future committees as a guidance for their work. Our labor has been earnest and in some instances very hard. We have not always been successful in arguing quickly, rather the reverse; and yet such can be traced more to the endeavor of arriving at a solution, rather than to the fact that we could not or would not agree.

Your committee is composed of interests that we really believe gives the trade true and fair representation. We feel that your interests are well watched, and squarely adjusted. We feel sure you would agree with us were you able to participate with us in our debates or correspondence.

We have had cases from the North, South, East and West; local conditions have applied; also points were involved that were interstate; yet all points have received the same earnest attention. When our conclusion has been arrived at unanimously, we feel that our work has been properly performed. As to the wisdom of our conclusion, that is up to the members—whether our verdict has their approval.



ADOLPH GERSTENBERG.

We feel gratified that the appeals made to the board of directors have always resulted in sustaining the decision of your committee. It has proven best that all cases have received the serious attention that they all deserve. Litigants must then also feel satisfied, as they have had the unbiased and uninterested verdicts of both committees.

To us it remains our reward, which reward you can readily understand, is a sweet reward indeed. May this be the pleasure also of all your future committees.

Arbitration, we hope, has become an accomplished fact, and has come to stay. The benefit must be of

help to us all. It has its drawbacks, however, which might be avoided, if litigants will but profit by the experience of others. We find in some cases where litigants seem to lose sight that the main points wanted are the facts, and that we are not interested in the opinions that they express of each other. Too many personalities rob us of the fine points involved. We are looking hard for these points, as on such hangs the question in dispute. Give us these in plenty; in fact, pound the iron hard; and if you do this aggressively, we believe you will find the "kernel in the nut" and possibly may help in solving your own problems. We never allow these to escape us, and are not interested in who the litigants might be. Our work forces us to ignore acquaintances, and forces us to be guided by facts only.

A condition confronted us, however, which we feel should be a guidance to you. A sale is made at a point having the benefit of official inspection and weighing and made on such conditions, then moved into another state, where inspection was made by an appointed State Food Inspector. Such inspectors' inspection conflicted with the original out-inspection. Cases, such as this, require our best thought, and adjustments must be adjudicated carefully.

We have had a case that has put the Association to considerable expense. It required the assembling of your committee; the listening to evidence of litigants and arguments of their attorneys, who were well prepared for this work. This entails an extra expense, and we believe the Association should be reimbursed for the extra expense it finds necessary to make. It forces your committee to give the case its continuous attention, and at the sacrifice of its members' time, and at the expense of neglecting their own business. As your committee receives no reward and their labor is for the love of the work only, members are reminded of this for their guidance.

The presentation of all cases has been of great help to your committee, and the work carefully and painstakingly performed by your Secretary.

We have no special recommendations to make regarding expediting the handling of your cases. We often feel that a majority of the committee should decide the verdict, instead of as now, requiring a unanimous verdict. This is a suggestion that might have the benefit of your discussion.

Mr. President: Our work has been performed, and we hope it has your approbation, and has been a credit to your administration.

The President: Gentlemen, you have heard the report of the several committees and Secretary-Treasurer's report. What shall we do with the reports as read?

Mr. Lockwood: I move that the various reports of the committees be received and that they be referred to the committee on resolutions for their consideration of any recommendations contained therein.

This motion was duly seconded and carried.

COMMITTEES.

The President: There seems to be no further business for this afternoon. The next thing in order will be the appointment of committees. Under the by-laws the committee on nominations is the only committee the president is supposed to appoint at this time. I will appoint the following gentlemen on that committee: John M. Dennis, A. E. Reynolds, C. C. Miles, H. S. Grimes, L. W. Forbell, S. W. Strong and J. L. King of Philadelphia.

If there is no objection the President will appoint a committee of five on resolutions, as follows: W. N. Eckhardt, Charles England, C. D. Jones, H. L. Goemann, and C. D. Reilly. And also an auditing committee as follows: Messrs. McCord, Tyng and Cofer of Norfolk. (Applause.)

Upon motion adjournment was then taken.

TUESDAY MORNING SESSION.

The session was called to order by the president at 10 a. m., who announced as the first item on the program to be the report of the committee on telephone and telegraph by Mr. Edward Beatty, of New York City, chairman, who was greeted by applause.

Mr. Beatty said:

The Committee on Telephone and Telegraph Service, at the request of Mr. W. N. Eckhardt, made a careful examination of the Universal Grain Code published by Mr. J. F. Bourke of Chicago, and recommend that the question of endorsing this code be referred to the annual meeting of the Grain Dealers' National Association.

You have all received a copy of a pamphlet entitled, "Grain Dealers and the Bell Telephone Company," being statements of members of the National Association who want the half-rate night service restored; of the work of the committee on telephone and telegraph to bring about that much desired result, and letters from grain men all over the country to show the dissatisfaction of dealers with present conditions.

The idea was to give you an opportunity to look the question over carefully before you came to the convention; hence the publication of the pamphlet. Have you really read it?

The Merchants' Exchange of St. Louis says the Telegraph Company provides a night-letter service which has proven very acceptable to the public and very satisfactory to the company, and the board of directors of the Merchants' Exchange of St. Louis

is of the opinion that if the Telephone Company would furnish a reduced night service it would increase business between commercial centers to the advantage of the Company, and that it is a well known fact that the more accommodations that are given to the public in the way of telegraph and telephone service tends to increase the service and in that way brings to the company increased revenue.

Our Association members from Nebraska say telephone has become one of most useful business instruments of today; Maryland thinks there should be a readjustment of all telephone charges; New York believes telephone company would derive satisfactory revenue from reduced rates; Tennessee says: "Would use the telephone a great deal more than we do were it not for the expense connected with the service"; Kentucky says: Reinstatement of the old half rate telephone service; Pennsylvania says it would be advantageous to telephone company to restore old rates; Indiana says prices are too high and grain trade entitled to consideration from telephone companies; half rate telephone service would be great benefit to business community in Virginia; Ohio says telephone charges too high and favors making strong effort for a fair toll rate to apply at all times of the day and night; Missouri believes grain trade gives Bell Telephone Co. more business than any other line; Michigan says consolidation seems to mean increased cost; Georgia would be delighted if old rate was restored; Illinois says few trades or lines use the wires as much as grain men; Decatur, Ill., says that since consolidation of interests the night rates and coupon books of \$100 at discount of 25% and larger per cents for \$200 and up to \$500, have been withdrawn.

The President: You have heard the report of Mr. Beatty. If there is no objection it will be filed in the usual manner.

Mr. Grimes: I make a motion that the report of Mr. Beatty be received and placed on file, and I would like to make a remark after the motion is seconded.

The motion being duly seconded, Mr. Grimes continued: Gentlemen of the convention, I would just like to state that Mr. Beatty has devoted a large amount of time and expended much money in gathering the report we have, and he has brought here Mr. Hibbard of the American Telephone and Telegraph Co. of New York to address you. The topic is one that will greatly interest every man in the grain business, as the report of Mr. Beatty has been to me and I presume it has been to all of you. It was my object in getting as many of you in here as possible this morning to hear this subject discussed, and it is unfair to your officers for you to devote so much time during the hours of the convention to your personal business. Now, there is no question but that you derive a great deal of personal satisfaction in your personal business relations when you attend these conventions, but there are hours of rest that can be devoted to that. During the hours of the convention I feel it is unfair on your part to stay out of the convention hall. (Applause.) There are a few of you who devote your time to the convention, and to those few the thanks of the officers of the convention are extended. Why can't all of you do it and then devote the time of recess to your personal affairs? When we have a convention, let us have a convention, and all come into the hall, and we will derive much benefit. I don't believe there is a topic to be discussed during this convention but you will derive large benefits from it. It is for you; it is not for any particular individual, but for everybody. I am sorry we haven't more members here to hear Mr. Hibbard, for I am satisfied those who are here will get their money's worth. (Applause.)

Mr. Grimes's motion was put and carried.

The President: Gentlemen, it affords me great pleasure to introduce to you this morning the vice-president of the American Telephone and Telegraph Company, Mr. Hibbard of New York City—Mr. Hibbard. (Applause.)

NIGHT RATES AS APPLIED TO LONG DISTANCE TELEPHONE SERVICE.

Mr. Hibbard: Now, gentlemen, I want to begin by saying that I am not an orator, and am only here as a business man in behalf of the interests that I represent. What I would like to have is a heart-to-heart talk with each one of you, and way up here on the platform I can't feel awfully "heart-to-heart."

I want to say that the president of my company, who is also president of the Western Union Telegraph Co. at the present time, appreciates this opportunity of addressing the grain trade of America. We realize that your patronage means much to us over our telephone and over our telegraph lines; and as we can and are able, we are trying to accommodate ourselves to accommodate you, to increase the facilities, to make the business popular over our lines. Reading over the report of your chairman of a year ago about the telegraph service, there was great objection by the grain trade to the closing of telegraph offices at noon, when it was reported the operator had to eat his dinner, or at eight o'clock at night. Now, I may say I have come here under a little bit of a mis-

nomer. I am not an executive vice-president of the American Telephone and Telegraph Co., but I am working for both interests with our executive officers, in endeavoring to supplement the telephone by the telegraph and the telegraph by the telephone. We have gone ahead to date so that thousands of offices all over the United States which were formerly day offices only and closed up at noon—thousands of offices today are open every hour of the day, of every day, twenty-four hours each day. That is a service that no telephone company has ever given in this country and that isn't given in any foreign country to as great an extent. I may say that is only a beginning, that it is only a starter in the moves which have been shaped up for us to do by our president, Mr. Vail. I think you know of him as a man of large ideas and of tremendous experience; and I hope in a year from now, if there is a report on the telephone and telegraph, that it will show still further advances.

Just as one more item. It has been mentioned here that the reason there were so few in attendance at meetings during your convention was that a lot of you have to attend to your own business at the same time; and you are over at the Board of Trade, and are watching the market. I may say, if we can have the privilege, it will be our great pleasure at your meeting a year from now, and I hope at all your meetings, to put in a wire and an operator and blackboard (applause), so that you can listen to the ticker with one ear and to the speaker with the other, if you want to.

Now as to the particular subject before me, I think I was called upon to write this paper probably because at the time the long lines were built and service opened in America, I was in charge of the work. I was the fellow who put in the night rate, and I guess, perhaps, they thought I was the one who could best explain why we took it out again; and that I will try to do. One other reason it gives me pleasure, and has given me a lot of it during the day and night or two that I have been meeting with the grain dealers here, was that I was born into the grain business. My father was a buyer and shipper of grain, and the earliest recollection I have in all the world is riding on the vessels that my father owned, or was partner in, in the early days of the shipping of grain from Milwaukee to Buffalo, when, if the freight wasn't 15 cents a bushel, it was a bad year. But I guess it is cheaper now. At any rate, the condition was such I had a pass on his boats and I didn't have to buy a ticket. But I was brought up in the grain business, and I met here one or two friends of my early boyhood, whom I knew when on the board of trade in Milwaukee; and they are just as fine men now as they were when boys.

This is a long preface, but the paper that I have here, at the suggestion of Mr. Beatty, I have had printed, but through some cause copies haven't arrived yet this morning. At any rate, the Secretary has said he will mail the copies to you. It is a statement of fact, and an attempt to explain the reasons why this particular thing has been done—the cutting out of the night rates and the half rates on telephone lines.

Mr. Hibbard continued as follows:

In introducing and developing the telephone for public service throughout the United States, the American Telephone and Telegraph Company and the so-called Bell telephones, with which it is associated, have been confronted from time to time with new and untried problems. The very nature of the business was in itself new. No previous method had been furnished by which members of a community generally could at will communicate with each other by wire, either by using the telegraph or the newly invented telephone. There were no precedents nor experiences in previous practice which could be used as a guide in the introduction of the new services of the telephone, whose use has now become almost universal throughout the country. Telephone exchanges operated within the limits of cities and towns were in the United States crude imitations of the previous practices of telegraph companies, with some detailed improvements suggested from time to time as being applicable to such practices.

To meet the demand for communication between one city and another toll lines were extended by the various companies operating throughout the country. At that time all the telephone service was operated over single wires which were grounded at each end, furnishing what was known as the grounded wire service. Interferences between one telephone wire and another and interferences from telegraphic or other electrical currents soon made this grounded wire service very imperfect. It again was found, in operating toll lines from the systems of one company to those of another, that the different conditions of operation in the districts of the different companies made a uniform or satisfactory service impossible. It was not until the year 1886, after a long period of experimenting, that it was found that to provide a dependable telephone service, either in a large city or over a toll line, two wires must be used for the circuit instead of one—that the wire plant of the company must be essentially doubled. More than this, it was required that the metallic circuit of two wires must be so arranged in relation to other circuits as to eliminate interference from electrical currents passing over other lines. At about this time the work of entirely rebuilding and redesigning the telephone systems of

the entire country was begun. To provide for uniformity of practice in the operation of long lines extending from one part of the country to another, and to make possible communication between these distant points, the American Telephone and Tele-



J. J. STREAM, DIRECTOR.

graph Company at that time began the extensive construction of long distance telephone lines. These were first established between New York and Philadelphia; later extended to Boston and intermediate cities; then to Buffalo, Chicago, and the Great West, Northwest and Southern parts of the United States; finally, as is well known, now reaching to the city of Denver.

This great, comprehensive system of intercommunication, supplemented by the thousands of miles of circuits provided by the associated Bell telephone companies in their own territories, has brought into speaking relations the entire country east of the Rocky Mountains, while on the Pacific Coast and the Great Northwest a system equally comprehensive has been provided. The difficulties which have been met and overcome in making successful this system of long distance telephoning have been many and varied. They were not only electrical and mechanical in making necessary the invention and development of entirely new types of apparatus, but they were commercial.

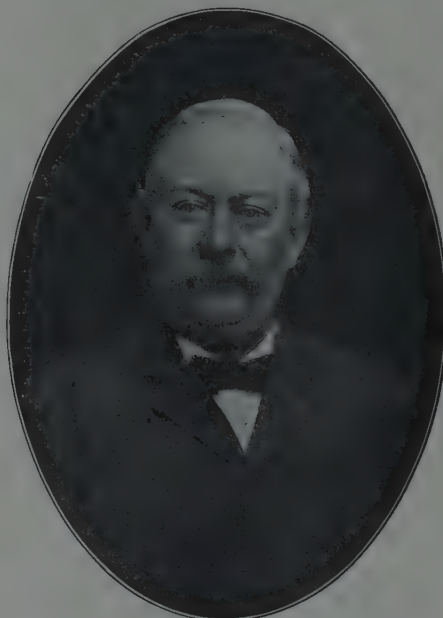
It came to be realized in the extension of long lines that, in furnishing a long distance or toll service, the company was obliged to set aside for the exclusive use of each patron an entire circuit made up of two copper wires, increasing in weight, and therefore in cost, with the greater distance covered, and occupying necessarily a greater proportion of the space upon the special long distance pole lines which were necessary for their support. These pole lines, limited in capacity to about forty wires, must be erected along rights of way which will provide for their permanent maintenance. In entering cities, or in passing through thickly populated districts, it has been necessary to put the wires under ground and contain them in specially constructed cables of large wires and of necessarily expensive character.

In the endeavor to provide this long distance service in such a way that it would be to the advantage of the communities served and assist in the development of the telephone exchanges throughout the country traversed, and at the same time provide a reasonable return upon the large sums of money invested in the toll line plant, the companies have arranged from time to time schedules of rates which would be attractive to the public and invite the use of the service. There were no precedents established by telegraph or other companies which might be used as a basis for these rates. If a telegram and a reply provided service just as satisfactory as the long distance telephone call, the telegraph service, if it were cheaper, would be naturally used. Even the cost of railway or other transportation between nearby cities had to be considered in making telephone rates. The rates required, to provide anything like a reasonable return on the capital invested, in view of the volume of business then in sight, made those rates which were at first thought necessary appear to be almost prohibitive. It was then assumed that the volume of traffic would be materially greater within a comparatively short period, and a schedule of rates was set up on the assumption of this greater use, although the entire service was then practically unknown. Such rates were established, represented, for example, by the charge of one dollar for a telephone call between New York and Philadelphia, and two dollars between New York and Boston. The service offered was entirely new—nothing like it had been known before in any part of the world. And the rate was entirely new. No one up to that time had had an opportunity to realize the value of a telephone conversation for which one dollar or more might be paid.

In this situation, and during the period of years in which the gradual extension of lines was made, it was necessary to use every possible means to intro-

duce the service to the public. Hundreds, and even thousands, of people were invited to the offices of the company to try the service free. Arguments were used to show that frequently as much was accomplished in a telephone conversation as in a trip to a distant city, and that the price of a dollar or more represented the cost of time and railroad fare. More than that, in the saving of time effected on more important transactions, the value of the service would frequently be found to be many times its cost. The public was slow in taking hold of this new facility. It had been used to railways, the telegraph service, or the mail service, and could not understand the necessity of such a rate as a dollar or more as compared with a telegraph rate of 25 cents, not realizing, as it often fails now to realize, the fact that, in providing for a long distance telephone call, an exclusive section of the company's plant, representing hundreds of thousands of dollars in value, in many cases, is provided for the patron and set aside for him alone during his period of use, and that all the financial return possible upon such investment is the fee which the patron then pays.

In these earlier years not only were the long distance lines idle during many hours of the day, but practically throughout the evening and night. As a means of bringing about the education of the public to the value of the service, and with the thought that during the more idle hours of the night fewer messages would be offered, the company established a special night rate, taking effect at 6:00 p. m. and being one-half the regular day rate. During the early years of its service, this night rate arrangement seemed to be all right. There were then comparatively few messages at any time, day or night, and the business offering immediately at 6:00 p. m. could be handled with reasonable satisfaction. As time went on, however, and the lines extended over a greater portion of the country, reaching a very greatly increased number of cities and towns, it



T. A. MORRISON, DIRECTOR.

began to be noticed that at 6 o'clock there was a congestion in the long distance service, brought about by the accumulation of messages and the immediate demand for service at that time throughout the entire system, which immediate demand it was, of course, impossible to meet. This meant that throughout the country business men, in order to take advantage of the half rate, were postponing their telephone calls and at 6 o'clock would immediately make the demand for the required service. Such a condition might well be likened to the service in a telephone exchange having any number of patrons. It is obvious that, in a telephone exchange, say, of 100 subscribers, if every subscriber called at exactly the same instant, every subscriber's line would be busy making the call; hence, no subscriber would get any other subscriber because of his "busy" condition, and the service would be at an absolute and complete standstill—everybody would get nobody, and nobody would get anybody. To a certain extent, this became the condition of the long distance service at 6 o'clock when the half rate took effect.

Consider two cities between which there are five telephone circuits, which, with a reasonable distribution of the business throughout the day or evening, are found adequate to carry all of the messages offered. Consider that at 6 o'clock in each of the cities there are fifty calls for communication with the other city. There would be, therefore, one hundred instantaneous demands for the use of the five circuits. It needs no argument to show that such demands could not be met with any satisfaction to the patron, or with any reasonable cost to the company. Indeed, before the night rates were abolished, it became necessary to provide, just at 6 o'clock, a greatly increased operating force to take in hand and make a record of this almost instantaneous demand for service; but even when this was done the service demanded could not be furnished because of the congestion of calls. This meant the employment of operating forces whose services were only required for perhaps one hour, and were used

in an attempt to handle this instantaneous peak load which could not be satisfactorily provided for nor distributed.

This congestion also increased the number of busy or unavailable calls so that they amounted to over 32 per cent of all the calls made, and it required nearly four times as much labor of operators and use of the circuits to find the person called for and complete the circuit connection with the patron who had called. This was because at these hours very many people were not at their offices, sometimes not at their homes, and it was necessary to search for them in hotels, clubs, theaters and other meeting places, and the circuit was frequently used four or five times in an effort to establish such a connection, whereas during the day when business men may generally be found at their offices, only one such use was required.

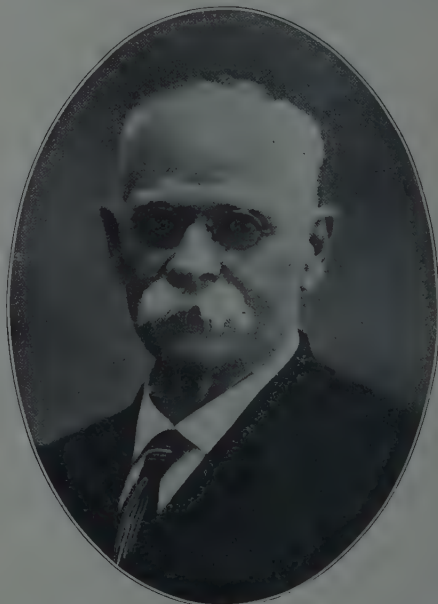
The rapid increase in the number of telephones in residences throughout the country and the consequent social use between toll points during the early evening did much to increase the congestion of calls and to interfere with the business calls made during those hours.

At some points, it was found that patrons would begin to put calls in during the earlier hours of the afternoon for service to be given them at exactly 6 o'clock, thus endeavoring to set themselves up as a preferred class having the first call on the service. In cases where these calls clashed, as they necessarily must, endeavors were made by certain patrons to gain a preference over certain others in the service rendered.

The evidences were overwhelming that this cutting the rate in half at a certain fixed hour brought about such congestion as to make dependable service a practical impossibility. Indeed, in many cases, it is likely that if ten times the number of wires had been built and ten times the operating forces employed, the period from 6:00 to 6:30 o'clock could not have been covered with satisfaction to the public. In actual practice, the congestion was found to represent the instantaneous peak, commencing at 6:00 o'clock and continuing on during a period of about three hours. This meant, in some cases, that patrons, on account of the congestion brought about by the service of other patrons, had to wait three hours to get their service. The complaints of the service were unceasing and were accumulating rapidly month by month. Indeed, the delays and unavoidable failures of the service brought about by this congestion were such, in many cases, as to reflect seriously upon the value and efficiency of all long distance telephone service, and some patrons gave the service up entirely, using the mail or telegraph instead.

The situation may be compared to that of a toll road or bridge connecting two cities, sufficient in character to accommodate all of the traffic between them if distributed naturally throughout all the hours of the day or night. Let it now be assumed that a toll rate, say, of ten cents, is made effective up to 6:00 p. m., after which time the rate is five cents. There would soon be found at each end of the road or bridge, beginning in the early hours of the afternoon, a procession of vehicles piling up in numbers and waiting for the stroke of six to begin all at once to use the facilities afforded. It will be apparent that the only ones served promptly would be those at the head of the line at each end, and to attain this position they will have waited possibly many hours. Those at the end of the line will not have an opportunity to pass even the toll gate until the whole of the procession shall have been accommodated.

Now, the telephone situation is many times worse than the toll road picture, because with one circuit

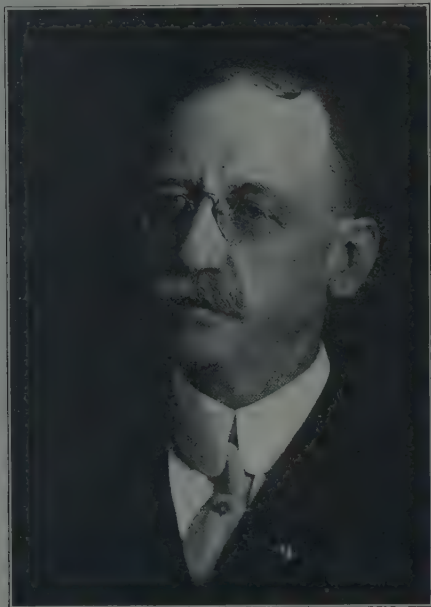


G. J. BONEY, DIRECTOR.

provided, there cannot be the two streams of traffic, one in each direction, but the entire circuit (which might be called the entire bridge or highway) must be set aside for the exclusive use of one patron, and during his period of use no other patron can be served.

It will be recalled that some years ago a charge of

ten cents was made by the elevated railroad companies in New York for a ride over their system. At this rate, owing to the lower rates of the street cars, the patronage of the road was somewhat limited. It was, therefore, decided to make a half rate for passengers during certain hours after 6:00 p. m. The result was that, beginning perhaps at 5:30 o'clock, crowds congregated in the vicinity of the stations of the elevated road. It was necessary to set up ticket booths on the sidewalks and have tickets peddled among the crowd. Special police were employed to keep enough of the sidewalks open to allow pedestrians to pass. At exactly 6:00 o'clock



W. J. HOLLINGSWORTH, DIRECTOR.

there was a wild rush, resulting almost in mob violence in the attempt of this congested crowd to reach the platforms or trains of the railway. It was not possible to provide stations enough, platforms enough, nor trains enough to accommodate in any reasonable way even one-half of this congested traffic offered. The whole trouble had been brought about by the endeavor to cut the rate in two at a certain minute.

Imagine the conditions which would arise at the great grain elevators throughout the country if a half rate for unloading wagons, trains or vessels should be established from 6:00 o'clock each afternoon until 6:00 the next morning. Farmers would wait in line with teams and wagons, trains would crowd the side tracks and vessels blockade the rivers and slips, all waiting for the stroke of 6:00, then to demand a service which would be seriously impaired, and perhaps made well-nigh impossible, all owing to the half rate.

The policy of reducing toll rates over telephone lines as rapidly as warranted by experience has been consistently followed. The New York-Philadelphia rate, at first \$1, is now 75c; the New York-Boston rate, at first established at \$2, is now \$1.25, and corresponding reductions in the rates of the American Telephone and Telegraph Company, as well as in the toll rates of the Associated Bell Companies throughout the United States, have been made, notwithstanding the fact that the cost of rendering service has been increased by the more expensive character of the lines required and by the general increase of operating expenses which has occurred during the past ten or fifteen years.

It has been stated that the half rate for calls made after 6 p. m. was just like the half rate, or reduced rate, for night telegrams handled by the telegraph companies. This is by no means the case, and the two services are by no means alike. The night rate for telephoning over toll lines was established to develop the business and to show its value to the public, and was introduced at a time when the volume of the service was so small that the half rate evening or night service brought about no congested conditions, and the service could be efficiently rendered. The service, however, was immediate, and was rendered at the time the patron called for it, or as near that time as possible, and was given to the patron himself, in providing for his personal use a specific circuit. A night rate telegram, filed at any time, day or night, is received by the telegraph company for transmission at any time the telegraph company may choose during the night, not at any time the patron may choose. Such messages, therefore, filed in telegraph offices throughout the country, are held up for transmission until a time during the night when they may be handled with the greatest facility and economies in the plant and operating forces, and are delivered on the following morning. It has always been the practice of telegraph companies, day or night, when a message is given them for immediate transmission, to charge the full day rate. This means that at the full, or day, rate, if a telegram received for transmission even at night is to be sent at once and delivered immediately upon its receipt at the distant point, night or day. Thus, the telegraph practice for immediate service has always been to maintain the regular full rate.

All telephone service necessarily approximates immediate service or it is no service at all, and when rendered within a reasonable time to the patron, it becomes immediate because the patron and his correspondent do the talking.

Now, night telegrams are sent very largely after the hour of midnight. If the two services were alike, telephone and telegraph, which they are not, it would be no reasonable accommodation to the public to establish reduced rates for night service, say, after midnight, or even after 9 o'clock. Such an arrangement would only prove an irritation and not an accommodation, and even then would at times bring about a congestion of service and would prove unsatisfactory to patrons because some would feel that they were being given a decided preference over others, and all service would be delayed.

It will be apparent to anyone that if the telephone company should again attempt to provide for handling the congestion of business brought about by a night rate at, say, 6 o'clock each evening, and continuing for two or three hours after that time, it will be necessary so to increase the plant and equipment of the company that a large portion of it would be idle throughout the remainder of the 24 hours of the day, and in order to provide a reasonable return upon the investment in this plant, all of the rates, day or night, must necessarily be very much higher than is the case where a regular and reasonable distribution of the business can be made. Even now, the demands upon long distance and toll telephone service are such during certain rush hours, such as from 9 to 11 o'clock in the morning, or from 4 to 5 in the afternoon, that plant and equipment and operating forces must necessarily be provided which, to a considerable extent, must be underworked during many other hours of the business day. If telephone calls, like telegrams, could be stacked up and taken in the regular order, one by one, as they are made, and handled in rotation without regard to delay, the business could be handled at lower rates than are now offered.

The public, in this country, at least, will not tolerate such a condition of telephone service. When they want service, they want and demand it almost immediately, so that, to as great an extent as has been found possible, provision has been made to handle toll or long distance service upon what is known as a "no delay basis." Comparison is sometimes made between the toll telephone rates in this country, and, for example, in England, or other countries in Europe.

It is well known to those who have investigated the methods of operating in these foreign countries that their telephone toll lines, generally provided by the government, are very much more limited in number, compared with the number of messages handled, than in this country, and it is the practice generally to stack up telephone calls to be handled in such rotation as is made possible by the facilities and on a delay basis, which it is believed would not be tolerated in this country. It is not the exception, but is generally the rule, that to establish telephone communication between important centers throughout Europe, a wait of one-half hour, one hour, or even more is required. On the London-Paris line, if communication is desired, the operation involves, first, an appointment in the line, which may be made during the next hour or so. Sometimes the appointments are made for the following day at a specified minute, and the customers are, as it were, lined up at each end to take their turn, and a limited period only is allowed any customer; for example, he may not talk for more than three minutes unless six minutes have been previously engaged, and if engaged, they must be paid for, and no one is allowed to engage a period of more than six minutes. In other words, you may not talk as long as you want to, even if you pay the price.

In a recent report to the House of Commons, the Postmaster-General of England said that if telephone rates in that country were put upon approximately the same basis as the rates in the United States, he would be able to give a prompter and greatly improved service over his toll lines, whereas the rates now charged necessarily limited the facilities which may be offered.

The endeavor of the American Telephone and Telegraph Company and the associated Bell companies in America has been to provide a comprehensive and dependable long distance and toll telephone service, and the results accomplished are greater than those in any other country in the world. The investment represents many millions of dollars; special forces have been educated and trained to handle this special department of the work; and it is the constant aim to make the service good, reasonable and prompt, and to offer it at a price which will invite the patronage of the American public.

The experiment of offering a half rate, beginning at 6 o'clock, was tried and as the business began to develop it failed resulting in an unsatisfactory service to all concerned and a service which could not be provided with any reasonable satisfaction without so greatly increasing the plant and operating costs as to make an advance in all of the day rates imperative. It is believed that such an advance in rates would not be popular, and that the greatest good to the greatest number is now accomplished by making the lowest rate thought to be reasonable and possible and have this extend during all hours at which service is demanded.

We beg to invite your careful attention to the reasons which we have endeavored to present showing why this is so, believing that, as business men, you will agree with us in the justice and reasonableness of the present practice. We invite at all times your suggestions for the benefit of our telephone service. We assure you that they will be carefully considered by us, as we also assure you of our continued endeavors to provide for you and

all of the American public the best possible telephone service in our exchanges or over the long distance lines.

Mr. Hibbard concluded by saying: We invite at all times suggestions for the betterment of our telephone service, and, I may say, our telegraph service on our Western Union Telegraph Co.; and I assure you that your suggestions will have the consideration of our officers and of our experts, and of our company, as they have in this case. We didn't pass over lightly the request that we appear here and endeavor to explain the position of the company, but as I have said, we are glad it was done, and I have tried to do it the best I know how. I want to assure you that any suggestions you may bring up will have our careful consideration at all times because our whole endeavor is to have provided for you and for all the American public the best possible telephone service in our exchanges, or over the long distance lines. I thank you very much. (Long applause.)

Mr. Beatty then made the following statement which might be termed, perhaps, an appendix to his regular report that appears above.

The Association appreciates very much the courtesy of the American Telephone and Telegraph Co. in sending Mr. Hibbard to address this convention on the subject of telephone service, and it can only be regarded as a very high compliment to the Grain Dealers' National Association. Mr. Hibbard's address is a splendid history of the introduction and development of the long distance telephone service in the United States, and the overcoming of new and untried problems is a tribute to American genius and enterprise.

Mr. Jones of Nashville stated: "We would use the telephone a great deal more than we do were it not for the expense connected with such service," and it was especially interesting to hear Mr. Hibbard speak of the period of years in which the gradual extension of lines was being made that it was necessary to use every possible means to introduce the service to the public by a special night rate and the issuing of coupon books.

The grain trade feels that a reduction in the rate would increase business, and the grain trade uses the telephone more than any other lines of business. Is it not possible to restore the coupon book of \$100 at a discount of 25 per cent and larger per cents for \$200 and up to \$500, as suggested by C. A. Burks & Co. of Decatur, Ill.? The Merchants' Exchange of St. Louis says it is a well known fact that the more accommodations that are given to the public in the way of telephone and telegraph service tends to increase the service and in that way brings to the company increased revenue.

Mr. Hibbard mentions the fact that the policy of reducing toll rates over telephone lines as rapidly as warranted by experience has been consistently followed and the New York-Philadelphia rate, at first \$1, is now 75c, and the New York-Boston rate, at first \$2, is now \$1.25.

Messrs. Bossmeyer Bros. of Superior, Neb., say: "We believe that if the telephone companies are able to reduce rates, they should reduce all day rates and not prolong business hours for grain deal-



C. D. JONES, DIRECTOR.

ers by making cheaper rates after business hours are over."

Messrs. Switzer & White, Gallon, Ohio, state: "We feel telephone charges are too high. To a number of points from 50 to 100 miles distant they will charge from 50c to 75c."

Langenberg Bros., St. Louis, state the grain trade are giving the Bell Telephone Co. more business than any other line and they should try to meet the trade.

H. E. Kinney of Indianapolis: "I am sure that we are entitled to consideration at the hands of the telephone companies in return for the general use we

are making of this system in place of the telegraph which we used formerly almost exclusively."

Botsford & Barrett, Detroit, Mich., says: "Consolidation seems to mean increased cost. Where the toll in Michigan used to be 35c the same distance now ranges from 40 to 50c."

J. P. McAllister & Co. of Columbus, Ohio: "We believe a general movement for a sweeping reduction all along the line in toll charges with no variation in price either day or night will be better than a special rate for night service."

Mr. Paul Van Luenen & Co., Decatur, Ill., says: "Within a few years the Bell Company sold coupons at reduced rates and we think this feature should be restored."

Mr. H. A. Hillmer, Freeport, Ill., says: "It is our opinion that the Bell Telephone Co. is exacting an exorbitant rate for long distance service in this part of the state. Prior to the strike on the Western Union Telegraph lines the rate from Freeport to Chicago was 60 cents for three minutes between 6 a. m. and 6 p. m. After 6 p. m. the rate was 30 cents for three minutes. During the strike the Bell people advanced their rate to 75 cents for three minutes day or night, and no reduction has been made since that time. The Bell Telephone Co. enjoys a monopoly of the long distance telephone business in northern Illinois, and in our opinion is charging too high a rate for the service, which is many times not of the best. It is true we have some independent lines connecting nearby points, but no independent line competes with the Bell where the distance is fifty miles or more."

Mr. Hibbard has spoken of the endeavor of the company to provide long distance service to advantage of communities served and at the same time provide a reasonable return upon large sums of money invested in toll lines plan a schedule of rates was arranged which would be attractive to public and invite the use of the service

From last Annual Report of American Telephone and Telegraph Co. it was stated: Net revenue, 1910, \$26,855,893; dividends paid, \$20,776,822; added to reserve, \$3,000,000; added to surplus, \$3,079,071; whereas in 1900 the net revenue was \$5,486,058; dividends paid, \$4,078,601; added to reserves, \$937,258; added to surplus, \$4,070,198.

The President: I know the members have enjoyed Mr. Hibbard's paper, and I believe there are a great many here who could suggest a remedy if Mr. Hibbard would like to hear from them.

Mr. McCord: I would like to inquire, Mr. Hibbard, if the Interstate Commerce Commission has jurisdiction over your charges and tariffs? You have to file them, do you not?

Mr. Hibbard: I think I can answer that so far as it has gone. We are doing an interstate business; and the particular thing that Mr. Beatty has spoken of—a request of a Decatur firm that we sell coupon books at a discount—we took up with our attorneys, and were told that they ought to be stopped on account of the Interstate Commerce Commission's ruling against favoring a larger user more than a smaller user in the identical kind of service. We were advised that we could not have an official rate offering a book of \$100 at a discount, that that was a different proposition from a commutation on a railroad, and did not approximate a carload or a railroad rate. There wasn't any action by the Interstate Commerce Commission, but it was advice under their rulings in railroad and other cases.

In some of the states we were under state commissions. In Nebraska there is a commission under which the telephone rates are made and must be followed, either local or long distance. The state of Wisconsin is the same way, and it would be the same in Ohio; but the Interstate Commerce Commission has never gone into the question of rates. The rates, I may say, have been founded on a basis of mileage, and apply it to the conditions as they occur. We haven't even extended them as our distances extended, but it takes a very different kind of plant, in its cost, to talk 1,000 or 1,500 miles than it does to talk fifty miles. The wire itself costs something over three times as much from Chicago to New York, by the pound of copper, as it does if you talk from Milwaukee to Chicago, a short distance. It is necessarily a larger wire. Still we have tried to keep our prices on approximately the same basis, to invite, if you like, use of our very long lines.

Another thing, I think the state commissions—the Wisconsin commission has certainly worked on it a great deal—have taken into consideration the load on a telephone line; that is, the possibilities of the number of messages in a day, which are limited. If we can get thirty messages a day over a line a hundred miles long we are doing almighty well under the conditions of doing business. On a line a thousand miles long, I think the New York circuits are doing mighty well when they get 23 calls a day over a circuit. Of course, on our very short circuits, where quicker operating methods are applicable and the cost of the plant is less, the number of circuits is added to and increased with the volume of the traffic, and we can get a larger amount over our lines, but the average on all our lines today is under thirty; and those are the facts that the state commissions, as far as they have taken them up, are studying.

Mr. McCord: I should like to see a preference given to the large users by the issuance of these

books. My own concern, for a great many years, always bought the books liberally; but it occurs to me that inasmuch as the public service commissions are now being established in the different states, they will no doubt prohibit the use of these books that give a lower cost per call to the large users, because, as you perhaps know, these public service commissions generally exert themselves in behalf of the weaker people, the small fellow that can't "hoe his own row." I think the Interstate Commerce Commission will also take that view of it—that a man that uses the line once a day or once a week should have the same rates as the man who uses it fifty times a day.

Mr. Kress: Being on the committee with Mr. Beatty, I have given that subject a great deal of study; and the thing I would like to see brought about would be to give the country shipper better service in using his telephone line. Every large firm spends thousands of dollars sending out bids. The country shipper does not as a rule receive the bids until seven to nine o'clock in the morning; and he puts in a call on the telephone line, and the chances are his call never gets through. Owing to the importance and nature of the business in accepting these bids, if the dealers could be given preference during certain hours, I think the country shippers are entitled to it. In a great many cases they are unable to get their acceptances through. It is my understanding that the operators no longer receive their percentage for sending telegrams, and the result is they are not as particular about getting these messages out of the



A. E. REYNOLDS.

office promptly, and nine times out of ten they don't get the messages off until too late for acceptance of bids; and it is a shame, especially if the markets decline. I think there should be something brought about whereby the dealer could get the preference, say from seven to nine o'clock. It would be a great help to the country shipper in getting off his acceptances. Of course, you may say he has plenty of time to accept, even after the market is closed in the afternoon, but nine times out of ten the shipper wants to see what the other fellow is paying in the morning. It does seem to me that he ought to be given the preference, say from seven to nine o'clock in the morning.

Mr. Grimes: Mr. Hibbard has kindly consented to receive any suggestions from the grain trade for the betterment of the telephone or the telegraph service; and I move you that this whole matter be referred to the resolutions committee who will confer with Mr. Beatty and bring in the proper resolution for this Association to adopt, if they see fit.

Mr. Currie: I am a little grain dealer—I don't mean in size myself (laughter) [Mr. Currie is quite a large man], but I have a couple or little elevators out here in Nebraska, and I use the telephone a good deal, and I would like to ask Mr. Hibbard if it isn't a fact that if the American Telephone and Telegraph Co. would spend as much money putting their systems and their equipment in order as they have in fighting the independent telephone movement throughout the United States, if they couldn't give us service at the half rate twenty-four hours a day the year around? (Great laughter and applause.)

Mr. Grimes: I think the gentleman must be a stockholder in an independent telephone company. (More laughter.)

Mr. Currie: No, I am not.

Mr. Hibbard (greatly amused): I think the

question almost answers itself. If you have an enemy gnawing your vitals out, or trying to cut your head off, you are apt to pay attention to him, perhaps a little more than you should, and take your mind off of other things; but I hope that isn't the case. We have enemies, "cut-throat robbers," as we call them (laughter) and they call us the same thing, but that isn't a fact either way. We are all out for what we can do. But I can only say it isn't the whole aim, or half the aim, or a quarter the aim and intention of our company to fight competition, although we do fight when we meet them the best we know how; but it is our aim and intention to give a service so good that we don't have to fight them; and if we are not doing that here in Nebraska, it will give me the greatest of pleasure to go with you to the offices of our company here, and I am sure they will give the matter attention when you advise them what your troubles are, because we want your business and we want you to know we are trying to serve you. We may make mistakes. Telephone plants are frail structures—they blow down, fall down, and burn up, and wash out; but still we try to build our plants as well as we can, and employ expert people, and more than that, accommodating and decent people, who will give you such confidence in them and their efforts that you will like to patronize them. I am not joking when I say I will be mighty glad to go with you to the offices of the Nebraska Telephone Co. any time you like after this meeting, and I know they will give you the best of attention.

Mr. Grimes' motion was put and carried.

The President: The chair would like to state that during the address of Mr. Hibbard he figured out a way by which the congestion in the evening could be overcome, and that would be by charging the night rate in the forenoon or during the day, and the regular rate in the evening. (Laughter.)

NEW MEMBERS.

The Secretary: The by-laws provide that applications for membership shall be passed upon by the board of directors, but in talking with some of them—others being busy—it is agreed that if the convention would pass upon the applications it would be as well as if the board of directors had done so. So, with the consent of the President, I would like to offer for your consideration the four applications we have received since I made my report, to-wit:

B. A. Lockwood Grain Company, Des Moines, Iowa: This is given by Mr. B. A. Lockwood, who is president of the B. A. Lockwood Grain Co., and who for two years was president of the Grain Dealers' National Association. Mr. Lockwood has been an honorary member of this Association ever since he served as President, having become President through the affiliation of the Iowa Grain Dealers' Association, but he feels the National Association is doing a good work, and is entitled to his individual support, hence the application.

Upon the recommendation of Mr. Morrison, director of the National Association, the Willshire Milling Co. of Willshire, Ohio, offers its application. Upon the recommendation of Mr. Morrison John Studebaker Sons of Bluffton, Indiana, offer their application. And now I come to the application of S. R. Washer Grain Co. of Atchison, Kans. Four years ago the Dan Joseph Co. of Columbus, Ga., had a claim against this company, and the Washer Grain Co. declined to arbitrate, and the board of directors finally had to expel the S. R. Washer Grain Co., and also Mr. Washer, who was a director of the Association at that time. The circumstances were such that Mr. Washer could not offer then an excuse for his conduct, and he has through these years suffered considerably, as he says, rather than give the excuse which to his mind, and to yours, I believe, would be sufficient for the action he took. He paid up the claim in full, at least Mr. Ford, of the Dan Joseph Co., who was here yesterday, said the claim had been settled in full. Now Mr. Washer is here and wishes to again become a member of this Association; and I offer here his application. (Great applause.)

Mr. England: I move they be made members.

The motion seconded by Mr. C. D. Jones and carried unanimously.

LEGISLATIVE COMMITTEE'S REPORT.

The President: The next on the program is the report of the committee on legislation by E. A. Reynolds, chairman.

Mr. Reynolds reported as follows:

Your legislative committee is glad to be able to report that no National legislation particularly affecting the grain business has been enacted during the past year. As is usually the case, many bills of interest to the grain trade were introduced both in the House and Senate. These covered all sorts of subjects, such as Federal inspection of grain; contracts for future delivery of grain; Federal control of weights and measures, and many other kindred subjects. Most of these measures, owing to the rush of more important legislative matters, were allowed to die in the hands of the various committees of

Congress. The last Congress seemed to be more vitally interested in fighting political battles than in legislating. For this state of affairs the grain trade, in general, ought to be profoundly thankful.

As has been stated by your committee many times in the past, we need no legislation controlling the grain trade. For the past ten years this Association has been very earnestly striving to correct the abuses prevailing in the grain business. To this earnest effort alone can be ascribed the good fortune of having no pernicious legislation enacted.

It has been the general policy of Congress not to interfere with those branches of commerce which have been striving to correct their own abuses. We earnestly urge upon the Association to continue their work of reform. We anticipate that the next session of Congress will bring forth the usual avalanche of proposed legislation. We must be prepared to meet it in an intelligent and masterly way.

While it is not to be presumed that this Association can control or prevent legislation at will, yet it is a fact that they can so influence and direct legislation as to have it conducted along reasonable and sensible lines.

We must give to our Congress the credit of wanting to enact sane and fair laws; but these Congressmen and Senators are not grain men and are not thoroughly informed on the needs of the grain traffic of the country. It remains for those of us who are informed on these subjects and who keep abreast with them to so mould public opinion that the general demand will be for sane, conservative laws. In this way we may largely direct legislation into reasonable channels. This is a great task. It takes the very best talent that this Association has at its command; besides this it requires large amounts of money—more, in fact, than has ever been available for this purpose. We urge on you to provide for this purpose a large contingent fund which can be used for defraying the expenses of committees and witnesses to appear from time to time before different committees of Congress and keep such committees so informed on the needs of the grain industry that they will recommend only such legislation as will promote the best interests of our business.

The complex question of the relation of the grain trade to the Pure Food Law is one of serious moment and should be worked out in such a way as to put the trade in position to know just what their rights are. Several very serious complications have arisen in the past year on account of grain being rejected, and in some instances confiscated, because it was claimed it did not comply with the pure food laws of certain states. There should be some very decisive legislation of a National character along this line. Grain in its natural condition should never be subject to confiscation on account of its not filling any of the pure food requirements. Only after it has been manufactured, and changed from its natural condition, should it be amenable to confiscation for failure to comply with Pure Food requirements. (Applause.)

The old specter of Federal inspection still stalks abroad in the land. From its original home in the North it takes its annual pilgrimage to Washington and flaunts itself in a very threatening manner. It is incumbent on the grain trade to have a sharp eye on this bogie man all the time. If the time does come when we must have Federal inspection, this Association should have a large share in directing the kind and character of legislation to be enacted.

The general public has been very patient in waiting for the grain trade to work out the uniform grade proposition. It has accomplished a great deal and those of us directly concerned in the work that has been and is being done do not feel at all discouraged. We urge on the various exchanges to renew their efforts to adopt uniformity throughout the country. It is the best and only safeguard against a Federal inspection law. In common parlance, it is up to the exchanges of the country to determine whether we must have this important branch of the grain trade controlled by the Government or left in the hands of the exchanges. I warn you that the public will not wait indefinitely.

The question of prohibiting future trading in grain is one of serious moment. The grain trade is in itself divided on this question. All agree that such control of future trading as would prevent cornering the market and unduly advancing the price of breadstuffs is very desirable. It remains for some one to work out such a plan of control as will not interfere with the best handling of our crops. To prohibit all buying or selling of grain for future delivery is not to be thought of; but such control of speculation as would prevent disasters, such as have overtaken the country in the past, is greatly to be desired. It behooves the grain trade to bestir itself and formulate a plan that will meet the requirements without seriously disturbing the grain traffic.

One of the trying propositions that confronts the grain traffic is the lack of uniformity of laws being enacted by the various states. It is highly necessary for the best interests of the trade in general that the different state laws should conform with each other. We are confronted with different weights and measures in various states; different transportation laws, and scores of other irregularities.

We recommend to the Association the widening of the scope of action of the legislative committee. Besides the present committee, which is supposed to look after National legislation, we think it would be wise to have a committee man from each state, whose duty it would be to look after and report to the general legislative committee on legislation enacted or threatened in his state. In this way we would keep thoroughly informed on all state legislation.

In general we recommend to the Association the continuance of their efforts in the direction of reform. A great deal remains yet to be done. This Association stands at the very forefront in its efforts

to work out such reforms as are demanded by the public. We can only maintain this position by renewed efforts along this line. We must be ready at all times to meet conditions as they arise in Washington. Our Congressmen and Senators always give us a respectful and intelligent hearing and a great deal has been accomplished by our efforts. We recommend the continuance of the vigilance which has characterized this work in the past.

The President: What shall we do with this very able and interesting report of the chairman of the committee on legislation?

Upon motion, the report was placed on file.

The President: The next thing on the program is the committee on crop reports, by Mr. Fred Mayer, chairman.

Mr. Mayer: I am very sorry I cannot make that report now. I have been waiting for the rest of the committee to get here. I should like to make the report this afternoon.

The President: Very well, we will take it up later.

COMMITTEE ON TRADE RULES.

The next will be the report of the committee on trade rules, Mr. H. E. Halliday, chairman. (Applause.)

The report of your committee on trade rules will be brief, owing to the fact that the demands made upon us this past year have not been burdensome. Several inquiries of minor importance have been passed upon and settled to the satisfaction of the various members making the request, and only a few questions have arisen that require the necessity of their being made a matter of record.

One of the first and most important questions submitted to us was the following: "When a contract containing specified days for shipment of grain falls due on Sundays or legal holidays, shall the shipper have the privilege of using business or calendar days." Your committee decided that shipments should move prior to Sundays or legal holidays from point of shipment. Since passing on this point, your committee finds that the Council of Grain Exchanges has adopted the same ruling; and with your permission, I will quote the recommendation of that body on this subject, to wit: "We also recommend that the shipping time at all markets whether the grain has been sold for shipment within a specified number of days, or for immediate, quick, or prompt shipment, be uniform, and that same be made to read 'calendar days' instead of 'business days'; and if it is not found advisable to use calendar days as a basis for time of shipment, that this Council then take up with the Grain Dealers' National Association and such other grain exchanges whose rules are based upon calendar days, and have them amend their rules to 'business days,' so as to agree with the rules of the majority of the exchanges and thus avoid the friction which is bound to arise owing to difference in shipping time."

Another point raised by a member was on the question of offering grain for acceptance without specifying a limit as to the amount. Your committee held that the buyer, in that case, had the privilege of accepting any quantity he desired, provided his acceptance came within the time limits of the offer, namely, 9:30 a. m. the next business morning.

Other questions submitted to us have been somewhat in the nature of questions for arbitration, and your committee has had a slight hesitancy in passing upon them. For instance, a buyer in Detroit purchases a car of grain from the West. On arrival the buyer finds the grain loaded in a refrigerator car, and owing to switch track facilities is unable to load to advantage at his elevator. He, therefore, decides to forward the car to New York and risk the change in the market pending its arrival and sale. After disposal of the grain in New York, the buyer finds a surplus over and above his contract and offers to settle with the shipper at contract price. The shipper contends for the market advance on the surplus grain and your committee holds that the shipper is entitled to the same, on account of the failure of the buyer to notify shipper of the change in destination. Your committee wish to call your attention here to the fact that, strictly speaking, there are no fixed rules bearing on this point and it is largely a question of fairness and equity, and it probably comes within the province of the arbitration committee.

Further, a case was recently submitted to your chairman wherein a buyer in Oklahoma purchased a contract from a dealer in Kansas City to move within a specified number of days. The Kansas City shipper originated movement from an interior point, but before the grain reached or left Kansas City, the time limit had expired. Your committee held the shipper at fault and found its ruling confirmed in a similar case decided by your arbitration committee several years ago.

The two cases above cited only serve to bring us to the point I wish to make, that the work of the arbitration committee and that of the trade rules committee runs along parallel lines and is apt to overlap as our Association grows in years; and I would suggest that our executive committee give the matter consideration and devise some plan whereby there may be no clashing of rules of the two committees at variance with one another.

In closing my report I wish to submit to your consideration an amendment to Rule 7, submitted to us by the Illinois Grain Dealer's Association, to wit: "Moved that the second part of Rule No. 7 of the Trade Rules be amended by inserting the words TWENTY-FOUR HOURS in line two, after the word 'shipment'; and also by changing the word MAY to SHALL at the beginning of the fourth line of said paragraph."

Mr. President and Gentlemen of the Grain Dealers' National Association, it has been a pleasure to me to serve you in the capacity of chairman of the Trade Rules Committee during the past year, and I thank you for the honor you have conferred upon me.

The President: Gentlemen, what shall we do with the report?

Mr. Reilly: I have a suggestion here that I desired to have the committee pass upon, but not getting in touch with the committee the chairman suggested I present it on the floor; and I shall be glad to do it now with your consent. It is submitted in the form of an amendment, as follows:

"Resolved, that the Trade Rules be so amended as to require receivers to notify shippers of the grade of the car, such notice to be mailed when same can reach the shipper during the day following the inspection, or by wire if mail will not reach the shipper in that time."

This is a practice in use by many, and I believe the Trade Rules ought to provide specifically for it. Therefore, I move you that the resolution be referred to the committee with instructions to consider the subject in drafting amendments to the Trade Rules.

Mr. Eckhardt: Why not say the "next business day"?

Mr. Reilly: That would be all right. You see the point, which is simply to get the notice promptly. The next business day would probably be sufficient, and I am willing that it be changed that way.

Mr. Eckhardt: I don't see how that is going to help the man who has a load in transit on sale. Of course, it would help the man who sends out some grain just to find out what the grading would be, but if he is waiting for that, the question of mail or wire wouldn't make any difference. While it might be a benefit to a few men, and the wire notice to the shipper desirable in certain instances where the shipper is anxious to know the grade, yet, if the resolution were carried out it would mean that all receivers of the grain would in many instances have to notify shippers by wire of the grading, whereas writing these people by mail at once, on the date of arrival, would in many instances be sufficient and all that is necessary under the present Rules.

Mr. England: I would suggest, further, that it be changed so that notice be given so many hours after the receiver has notice of inspection; for it occasionally happens that the receiver does not get information with regard to the inspection of car at the terminal market for some days after its inspection on account of the billings, grain being shipped on order in which the consignee's name doesn't appear on the bill of lading or manifest through error on the part of the railroad. I know that in large terminal markets it frequently happens that cars are inspected sometimes several days before the receiver has or can get any information in regard to the inspection. As far as I am aware, the notice suggested by Mr. Reilly is very generally given, but occasionally it occurs that receivers cannot give that information in any prescribed time for the reasons I have given.

Mr. C. D. Jones: Personally, I don't like that resolution. I don't think this Association should burden itself with rules, the result of which might lead to a great many controversies between business men. Our Trade Rules should be rules which will make the business harmonious, and a rule of the kind that Mr. Reilly presents would undoubtedly present an opportunity for dispute, for the reason that although the Rules might require that you wire on every car of grain, a great many people would not do it. The expense would be too heavy to begin with. The necessity would not be great enough to warrant the expense; and yet, at the same time, if the receiver failed to live up to that rule he would undoubtedly injure his case in the event he should have an arbitration arise in connection with the transaction pertaining to the car on which he failed to live up to the rule by sending such a wire. Now, it is a trade practice and trade rule that should grain fail to grade according to contract, it is the duty of the buyer to immediately notify the seller by wire that the car fails to grade, and state what disposition he can make of it. It seems to me that our Rules are clear enough on that already. If the shipper wishes any special service in connection with the grade of any special shipment he might make, all in the world he would have to do would be to write the receiver that he would like to have wire information as to grade upon receipt. It is not a question of great enough importance to make it necessary for this Association to adopt an imperative rule to wire on every particular car, regardless of whether it grades contract or not. When you come to think of it, the expense of living up to such a rule would be many times the revenue, for instance, of this Association.

Mr. Reilly: On a number of cars running to market on a contract it might not be particularly effective, but it is none the less true that many cars start for market that are not under contract; and it is none the less true that a very large percentage of the receivers in the terminal markets do the

very thing here sought to be required of all of them. And a practice so largely in force can be very easily incorporated in a rule. If this convention will decline to consider the matter, it will necessarily result in the shippers finding a receiver who will do that thing and put it in the contract. Now it seems to me, this Association, being composed of both receivers and shippers—if we can put a rule in here that will require and make it obligatory, it would be advisable to do it. I know of a great many shippers this year, who when they had started grain for market without contract, were unable to get reports as to the grading on those cars until the threshing season was well advanced, and, in instances, over with. These men might have been a little more keen and active as to their own interests, but the receivers of the country who understand the business better than the shippers can very well afford to incorporate in their Rules a proposition that many of them practice now.

I am not particularly stuck on the wording of the resolution, but I do desire to get it before you so that it can go back to the committee with instructions to draft a resolution in a proper manner along the lines suggested by this resolution. I believe you will find this to the interest of the trade and that it will avoid a great many questions going to the arbitration committee.

Mr. Halliday: In making my report I don't want to confuse the minds of the members in any way in regard to the changed suggested in Rule 7. I, perhaps, did not make it clear enough to the members that that has not been submitted to our full committee. We expected to have a quorum here, but not having one, I have had to make my report in their absence. I would like to suggest that these matters before the house now in the way of changes be submitted to the incoming committee for their consideration and recommendation; and if it is agreeable to the gentlemen here, I make that a motion.

The President: Do you offer that as an amendment to Mr. Reilly's motion?

Mr. Halliday: Yes.

The amendment duly seconded and carried.

THE BILL OF LADING.

The President: The next on the program is the report of the committee on bills of lading, Mr. Charles England, chairman.

Mr. England then made the following report:

At the meeting of this Association in Chicago a year ago resolutions relating to bills of lading were passed, and according to your instructions copies of the resolutions were sent to all members of Congress. During the year there has been practically no change in the status of the Uniform Bill of Lading, and there have been few complaints in regard to it, as the carriers have not enforced its objectionable terms, which is not a reason why they might not do so in the future, or for the abandonment of any effort in behalf of a safer and more equitable document.

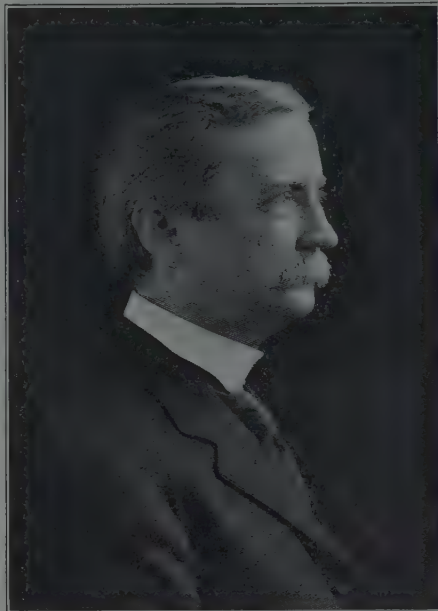
The Stevens Bill, H. R. 25335, which at the time of your meeting in Chicago last October had passed the lower House of Congress and was before the Senate, remained unacted upon at the adjournment of Congress, and therefore died with that session. Promptly with the convening of the special session of the Sixty-second Congress, Mr. Stevens reintroduced his measure, and there is now pending in Congress Bill H. R. 4726, which is similar to H. R. 25335, which failed of passage in the Sixty-first Congress. These measures, however, differ from Bill H. R. 17267, originally introduced in the House of Representatives by Mr. Stevens January 7th, 1910, and replaced by H. R. 25335. The material difference is that Bill H. R. 4726 provides that a carrier failing to comply with its requirements shall be liable to a person injured. The original Stevens bill, H. R. 17267, contemplated criminal proceedings, whereas the present bill provides for civil action. As a criminal statute the act would require strict construction; as a civil statute it would require a liberal construction, and in this respect, at least, the bill is not as satisfactory as the original measure introduced by Mr. Stevens.

There are other differences. Section 7 of the original Stevens bill provided for the surrender of the property covered by a bill of lading upon giving bond. As this has been the usual custom, there is no reason why the statute should not provide for emergencies and contingencies which are certain to occur. The present bill, H. R. 4726, contains a provision concerning shipper's load and count, whereby the carrier shall not be liable for the non-receipt or for the mis-description of the goods described in the bill.

There was introduced in the House of Representatives on July 22nd, 1911, by Mr. Adamson, a bill, H. R. 12806, "to prevent the issuing or accepting in interstate commerce of forged and fraudulent bills of lading." The Adamson Bill (H. R. 12806) makes it a misdemeanor with penalties for the agent of a carrier to deliver to any person a receipt or bill of lading for merchandise until all of the property mentioned in the bill of lading has been delivered to the said agent and has been actually received into the possession of the carrier he represents. It also makes it a misdemeanor for a shipper or any person to accept or solicit such premature bill of lading before the delivery to the carrier of the property has been completed. This bill protects the innocent

holder of a bill of lading by providing that a bill of lading prematurely issued, when freight is actually being delivered for transportation, shall be good and valid in the hands of an innocent third party, whether a purchaser thereof for value or a holder of the same as a security for a loan. Section 5 makes it a misdemeanor with penalties for the delivery of any of the property described in the bill of lading unless the original bill of lading is surrendered.

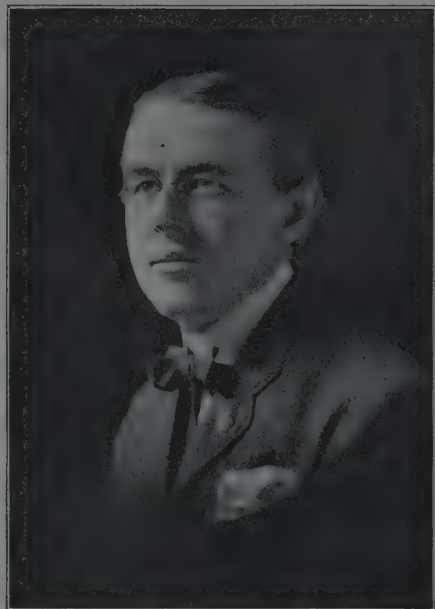
The passage of the Stevens Bill, H. R. 4726, and the Adamson Bill, H. R. 12806, should be earnestly advocated by this Association and its members gen-



CHARLES ENGLAND,
Chairman Committee on Bills of Lading.

erally, as these two measures meet some of the requirements of safety which this Association has heretofore demanded. It is possible that these bills may be merged into one act, as they have both been referred to the house committee of Congress on interstate and foreign commerce, thus giving an excellent opportunity to embody other necessary features.

A very objectionable feature in the present bill of lading is the provision on its face that the merchandise is, "Received subject to the classifications and tariffs in effect on date of issue." There should be an amendment to the Stevens Bill whereby carriers will be prevented by a change in classification rules to modify or annul the conditions of the bill of



FRED MAYER,
Chairman Committee on Crop Reports.

lading or otherwise affect it. It is claimed that there is no such intent in this provision; but all danger in this connection should be guarded against.

There should also be a provision in the act whereby carriers should not be exempted from liability for losses by fire after forty-eight hours' notice of arrival, or for loss or damage occurring while the property is stopped or held in transit upon the request of the shipper or owner.

There should also be an amendment changing the condition on the bill of lading which now provides that claim for loss shall be based upon invoice price at point of shipment. This is manifestly unfair and unreasonable, as the real value of any property is

the cost of replacing it, and not its original invoice price, which can rarely be duplicated.

The so-called "Uniform Bill of Lading" was adopted for use in Official Classification Territory, being that section east of the Mississippi and north of the Ohio and Potomac rivers, and it is not, therefore, in fact a Uniform or general document in its use, although the Interstate Commerce Commission, in its recommendation at the time of the bill of lading was promulgated, stated that it was expected that the railroad companies generally would adopt and use the bill of lading.

The Interstate Commerce Commission in its report on the Uniform Bill of Lading simply recommended its adoption, stating that it did not undertake to prescribe the bill of lading or its adoption, because it was convinced that such an order would exceed the Commission's authority. Since the promulgation of the Uniform Bill of Lading, the interstate commerce act has been amended, and it is claimed that under the present act the Commission has ample power to formulate and enforce the bill of lading. However, there are certain regulations which no authority outside of Congress can enforce; therefore Congress should legislate fully upon this subject and enact a complete code, unless by passing a measure which only in part deals with this matter it might modify all the law, statutory and judicial, existing in the various states upon this subject.

An earnest effort should be made to amend the Stevens and Adamson bills to meet these objections. However, if an attempt to amend them is likely to delay or endanger their passage, it would be wise to work for their enactment in their present shape, and thereby secure the benefits of much good in these measures, and after their enactment, there should be a combined endeavor to secure the adoption of a complete National code on bills of lading.

The report was placed on file.

CROP REPORTS.

Mr. Mayer: If convenient to the convention, the committee on crop reports would like to make their report now.

Mr. Mayer said:

Your committee on crop reports has not much to say at this time. There has been more or less pressure brought to bear to have the Agricultural Department issue its monthly reports while the grain markets were in session, but your committee has at various times sent communications to the authorities at Washington, showing that a large percentage of the members of this Association was against having the reports come out any other time except at the close of the market or shortly after. During the past few months the reports have been issued just after the close of the market, and this time seems to be agreeable to every one.

It probably would be well for the committee on resolutions to again ask the Government to refrain from issuing the reports while the markets are open, but that is for the committee to decide for itself, and for the Association to act upon.

That there is still room for improvement in the gathering of crop reports, especially some of those issued by the various states, cannot be denied, but it appears to your committee that the Government's system just now is much better than formerly, and could be still more improved if more funds were available. It might not be out of order for this Association to recommend to the next Congress a larger appropriation for this work.

The crop report was accepted and placed on file; whereupon the convention adjourned to 2 p. m.

TUESDAY AFTERNOON SESSION.

The convention was called to order by the President at 2:15 p. m.

The President: In past years we have been fortunate in having with us prominent men of the day, and it affords me great pleasure this afternoon to introduce to you United States Senator Gilbert M. Hitchcock, of Nebraska, who will now address you. (Applause.)

Senator Hitchcock: Mr. President, Ladies and Gentlemen: I am reminded at the moment of a little incident which occurred at a banquet when one of the speakers of the evening, about to be called upon, leaned over to the toastmaster and whispered: "What shall I talk about?" And the toastmaster whispered back: "Talk about five minutes." When I notice the somewhat reluctant spirit with which the members of this Association abandon their personal conversation and come into this room, and when I reflect that I have postponed a very delightful golf engagement to a later hour in the afternoon, I have concluded that possibly on both our accounts it might be well for me to take the toastmaster's advice and talk about five minutes.

But your President says you have followed the custom—in fact, I have understood it—of having some brief address on a more or less serious subject; and I suggested, when the committee asked me, that I might talk for a few moments on the subject of "Politics in Business." The committee took the liberty of somewhat changing that title, and I find upon the program that I am down to talk on the subject of "Principles of Good Government as Applied to Business." I believe that I will begin by still more abbreviating the title and say that I will talk for a few minutes on the subject of "Government Regulation of Business."

That is a matter in which the whole country seems to be a good deal interested. It is a matter which is vital at this time. It is a subject upon which there are two distinct lines of thought, and in a general

way we call them the progressives on one side, and, possibly, reactionaries or conservatives on the other. Now, it seemed to me, in thinking over this subject for today, that possibly we have made a mistake in imagining there is something new in this. I believe there is very little that is new in this idea of Government regulation of business. Government is as old as man, and so is business. Originally government was very crude; governments were largely in ancient times of a tyrannical nature—an autocratic or monarchical power existing by force, not by the consent of the people, and created largely for the purpose of carrying on wars. Gradually there has been a change. Now governments instead of being monarchical in fact and autocratic in form and power are gradually becoming, all over the world, representative of the popular will. When our own republic was created over a century ago there were only two or three republics in the world—only two or three countries in which the people governed themselves. Now there are twenty-six republics, governments which practically exist by popular favor. We see monarchies like Great Britain yielding their powers to their people; and even in Germany the representatives of the people constantly are encroaching on the powers of the Kaiser. We see a Duma in Russia, which is there to take charge of the Czar. We see a constitutional monarchy coming up in Spain to take away the power of the King, a new constitutional form of government in which the cabinet is really the source of power. And so there has been this gradual change of government; and now governments, instead of existing largely for the purpose of carrying on wars with other peoples, exist for the purposes of developing the resources of the people, protecting the individuals, promoting prosperity, taking care of the public health, and to do all these things it is absolutely necessary that more and more of these governments should interest themselves in the daily life of the people, protect those who are weak from those who are strong.

Now, there has been almost the same kind of development if we look at business. Business is no longer carried on in the crude form of barter and trade. To be a business man was at one time a matter of reproach; to be in trade was a disgrace. A man in business was at one time looked down upon by the rest of the community, because in those days the methods of business were the methods of trickery and deceit, and the profits were made largely by imposing on the customers. Now gradually there has been an uplift in the business world; and today it is safe to say that the great business of the country in almost all branches is carried on upon honor, which has established credit, which has established the principles of honesty in business, not simply because it is the best policy, but because it is right; and thus gradually the development and improvement in business conditions has continued until today, particularly in the United States, a man who is a genius in business stands as high as a genius in any other walk of life; in fact, I don't know but we have gone too far in this country in glorifying our captains of industry. But certainly the business world, like the world of government, has developed tremendously; and yet there must be that same relation between government and business which formerly existed, and there, too, we see the gradual development of this relation between the government and the business world.

Now, let me illustrate what I mean by showing how in a certain direction there has been this growth. If you go to London, and go to Guild Hall, you will find there imbedded in one of the great stones a brass yard stick. That was the standard of measurement, and every yard stick in Great Britain had to correspond to that yard stick. The business world was required to make its yard sticks uniform to that yard stick, and so the quart and pound and all the other factors of measurement were governed by the government. Now, from that old brass yard stick which you can still see in London, there has developed a great system of standardizing. We have in this country, for instance—following Great Britain and Germany—a Bureau of Standards. If you go to Washington, it will pay you to visit the Bureau of Standards. The Government has invested hundreds of thousands of dollars in what is called a Bureau of Standards, but that is nothing more than the outgrowth of the old government regulation of the yard stick and quart measure. Now, if you are taken ill and send for your physician, he comes to you and puts a therapeutic thermometer in your mouth. There was a time when therapeutic thermometers in the United States varied so greatly in their record of temperature that many deaths undoubtedly occurred because of these defective thermometers. Now the Bureau of Standards standardizes all therapeutic thermometers made in this country; and when the physician comes to you and puts such an instrument in your mouth, you have the protection of the Government behind it that your temperature is being accurately recorded. When we turn on the electric lights in our houses we feel safe in knowing that we are getting a correct measure of the electric current because the electrical meters are standardized; the gas meters are standardized; the water meters are standardized; and all the strengths of materials are tested in that great Bureau of Standards at Washington.

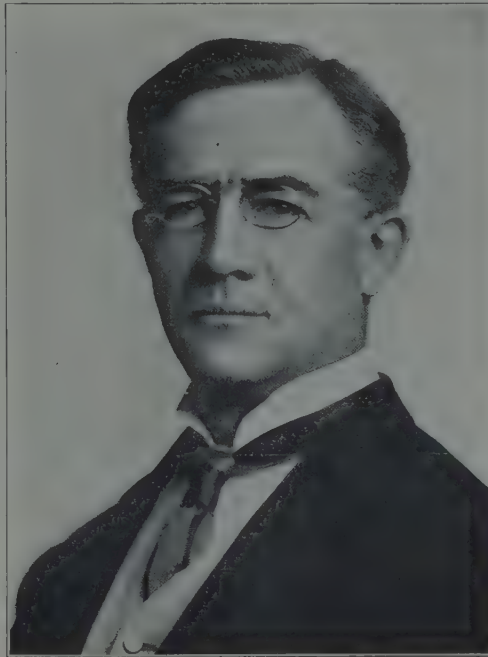
Now, that illustrates to my mind the way in which the Government regulation of business affairs has gradually expanded with the growth of civilization—from that brass yard stick to the great Bureau of Standards which now reaches out into all the activities of business and tests all of the new devices, all of the new articles, which men and women use in their daily life. I believe you can find an origin for almost all of the governmental powers exerted nowadays over the newer devices.

In olden times it was the right or power of the Government to regulate and protect the people upon

the public road, the equality of the use of the public road or highway, was looked after by the Government. That same principle has gradually been expanded until now the Government, both Federal and state, has assumed and exercises the power to govern the railroads, simply because in ancient times and all times the government has had the power to exercise control over the highways; and when the railroads, though privately owned, became the public highway, the same principle of government naturally expanded, and we have seen how in our own day the great principle of government regulation and control of railroads has been established.

I could go through a great many instances of that kind to show that from all time the governments have legitimately and properly entered into the business life of the community. They have regulated the sale, or prohibited the sale of intoxicants and poisons; they have regulated the operation of banks; they have regulated the operation and supervision of corporations, which are artificial beings created by law; and they have gone into innumerable walks of life; and as business has developed more and more, government has developed to meet these new conditions.

We have seen in our own day the triumph of a new development; we have passed from the age of individualism into the age of organization and combination, and the individual in the active world amounts to but little. It is now a matter of organization and combination; and your great organization here, Mr. President, which is one of the most highly refined and highly developed business enter-



SENATOR HITCHCOCK OF NEBRASKA.

prises of which I know, indicates that. I suppose the business in which you are engaged is actual as well as imaginary—for I have been told some of the grain business is not altogether actual. You have sort of a Christian Science way of doing business sometimes. (Laughter.) Two of you get together and imagine you bought and sold something and it is as real as if something had been done; but your organization and business represents one of the most highly refined and developed business enterprises in the United States. It indicates the doing away with individualism. You have established a great interest; you are operating together in that interest; and I believe you are operating together very largely upon an equal basis; you adopt strict rules and regulations and lay them down and require their observation in order that you may be put on an equality with each other. I read something in the paper to the effect that your President had discussed, if not advocated, the idea of Government inspection. I am inclined to think that the time will come when Government inspection of the grain you deal in will probably be a desirable thing to consider in this country. I don't say that the time has come, but I believe the hand of the Government is some day likely to be reached out for that purpose, not simply to protect the consumer but to protect the business also and make it more legitimate and more regular.

I might cite how the government control has reached out and regulated the employment of labor for the protection of the laborer; how limits have been placed on usury; and how the public health has been protected. I believe the most remarkable advance in any number of years has been the advance we have made in this country on the protection of public health against poisons, fraud and deleterious substances. I am glad that has been accomplished (applause), and I might say incidentally that I am glad Dr. Wiley has been able to withstand the assault that has been made upon him; and I believe that his successful defense against this assault has resulted in placing him in a much stronger position to continue to protect the health of the people in this country. (Applause.)

Now, I come to the last subject I intend to mention, and that is the prohibition of trade conspira-

cies and the securing of legislation against trade monopolies. We are now just in the midst of a great struggle involving these great issues. The old common law of England prohibited and punished trade conspiracies. It would not allow men to conspire together to ruin others. The idea of trade monopoly has always been obnoxious. Almost every government has striven to prevent the development of trade monopoly; and I don't believe this Government can excel in prosperity if trade conspiracies and trade monopolies are permitted to exist. A house divided against itself cannot stand. I do not believe in this business world we can draw a line down through the center of the country and say all on this side of the line are on a competitive basis, the merchants are competing with each other, the tradesmen competing with each other, most manufacturers competing with each other, and then on the other side of the line permit to grow up great monopolies or conspiracies which are free from competition. If that occurs the result will be the people on this side of the line free from competition will charge their own prices, and they will eat up the great mass of people on the other side of the line, and a great bulk of the wealth will be transferred across the line.

We are all in the midst of a struggle for existence, from the man on a salary to the man in business, legitimate business, and if you permit to grow up in society or in the business world great monsters called trusts, unrestrained by the hands of the law, you are bound to enrich those at the expense of the rest of society. They do not create as much as they destroy. They take away from the common earning of the people what they do not produce. We have got a great country, gentlemen, we have a country that produces more every day than any country in the world; we have got a country which produces more every year than any country in history; we have a country which produces more per capita than any country in the world. There is enough for all, but it will not do for us to permit the growing up in this country monsters of trade unrestrained by law, and allow them to take an undue share of what others produce. (Applause.)

I believe we are going to see gradually the solution of that problem. I believe the last decisions of the Supreme Court in the Standard Oil and tobacco cases and other decisions which are to follow,—while to some of the most radical they have been disappointing, I believe these decisions represent the handwriting on the wall, and that hereafter if public opinion is alert in this country, men will not dare to confront penitentiary doors by engaging in the formation of these combinations and conspiracies which Congress, various legislatures, that the Supreme Court have declared to be illegal. (Applause.)

The evil has grown up gradually, and we must expect the cure to be somewhat gradual. We do not want a revolution; we want nothing destructive; but we want that handwriting on the wall to be bright and clear as a warning to all men in the future; and we want a stop put to these practices which have been tolerated all too long by this country. I believe the courts have already drawn the line and said, "Pass here and no farther." I believe the public opinion of this country, if it remains alert in its pressure upon Congress and upon the legislatures,—I believe the result will be that gradually we will have a subsidence of these great evils, and then we will have practically restored in this country a condition which will justify the claim that competition is the life of trade. And competition must be the life of trade. You can't have a live trade without competition. You can't have a fair distribution of the great earnings of the country, the great productive means of the country, without competition. And while we temporarily discarded that old motto which taught us that "competition is the life of trade," I believe we will come back to it. I understand that you gentlemen belong to an organization in which you have competition, and your very rules assume to put you upon a basis of equality with each other in competition. I am glad to have had the opportunity, Mr. President, to talk to you today, and I hope I have not talked either too long to lose my golf game, or to wear out your patience. (Applause.)

Mr. Lockwood: I move that a rising vote of thanks be extended to Senator Hitchcock for his elegant address.

The motion was unanimously carried by rising vote.

Mr. Reynolds: The very first thing that controls any organization or government is a policy, and if at any time that policy is called in question and is not well defined and understood, I take it for granted that the best thing to do in good government and good association, is to have that policy clearly defined. Therefore, I want to introduce the following resolution:

"Inasmuch as the report has gone out through the public press that this Association favors Federal inspection of grain; and inasmuch as said Association has heretofore stood in opposition to Federal inspection; be it

Resolved, That the report of the press does not represent the sentiment of this convention, and that the Grain Dealers' National Association in convention assembled does here and now strongly reaffirm its opposition to Federal inspection or supervision of inspection of grain, believing that the progress made by this Association in the past in its efforts to secure uniform rules governing the grading of grain warrants us in believing that the uniform adoption of these rules will soon be accomplished."

I move the adoption of the resolution as read.

The motion was unanimously carried.

The President: I wish to make a statement here

in reference to some newspaper articles that have been published. If you gentlemen were here yesterday and heard my address, you heard me say that if certain things could not be accomplished, then the Federal government would have to do it for us. Now the resolution offered here a moment ago, as I understand it, was for the purpose of placing this Association squarely against Federal inspection of grain. Am I correct, Mr. Grimes?

Mr. Grimes: Yes, sir.

The President: The newspaper has misquoted my remarks. If you will refer to my remarks, you will find I said that if certain things didn't take place, that would have to be so.

Mr. Grimes: I also desire to make the statement that I would like the press who so kindly made headlines big enough to be seen across the river, stating that the Association was in favor of Government inspection, to contradict that with just as large head lines as they gave that publication. I hope the press will do this. (Applause.)

UNIFORM GRADES.

The President: We will now have the report of the committee on uniform grades, Mr. John M. Dennis, chairman.

Mr. Dennis said:

Your committee on uniform grades has the pleasure of reporting that the rules for inspection of grain adopted by the Grain Dealers' National Association are now adopted by nineteen markets and state inspection departments and seventeen state agricultural colleges, from which you will know that they apply to a very large per cent of all the grain arriving at all the markets in the United States.

During the year we have had remarkably few criticisms of these Rules. On July 1st, your president, secretary and the chairman of this committee appeared before the Illinois State Warehouse Commissioners in defense of these Rules, and in answer to complaints made by the Illinois Grain Dealers' Association to the Commission, their complaint in substance being that the maximum moisture test requirement for the grade of No. 3 corn was too rigid, and asked that this be changed to permit of more than 19% of moisture, provided the condition of the corn in other respects corresponded to the require-

had adopted the present Rules. It is our aim to have these Rules adopted by every market, believing that uniformity in inspection is as necessary to the buyer as to the seller, and also means uniformity in trading that can only be brought about by uniformity in the quality of the different grades of grain. We ask the active co-operation of all of our members to bring about the universal adoption of the Grade Rules of the Grain Dealers' National Association.

The report was adopted.

ON NATURAL SHRINKAGE.

The President: The next committee to report is the committee on natural shrinkage, Mr. W. M. Bell, chairman. (Applause.)

Mr. Bell's report was made orally, as follows:

This committee, having no detailed report to make, finds it impossible to report progress during the past year. While Senator Hitchcock was speaking, it occurred to me that if Government control of utilities and various matters would have no more benefit thereon than it has had on this subject, it would be almost a failure. You are doubtless aware of the action taken and the rule formulated by the Interstate Commerce Commission, to which the railroad companies have practically paid no attention. Section 20 of the interstate commerce law reads as follows:

"That any common carrier receiving property for transportation from a point in one state to a point in another state shall issue a receipt, or bill of lading, therefor and shall be liable to the lawful holder thereof for any loss, damage or injury to such property * * * and no contract, receipt or regulation shall exempt such common carrier from the liability hereby imposed."

Can any grain buyer or shipper among us say that in any instance the railroad companies have lived up to this particular rule, which is Government control, as you might say?

The East, through the Central Traffic Association, has formulated in their rules the following, which is certainly, in my opinion, a very arbitrary statement to make or position to take:

"Claims for shortage will only be entertained when it is demonstrated that such shortage is the result of wreck or defective equipment or transfer of the grain by the railroad companies en route, or other causes for which the carrier is liable. If claims for shortage are properly payable as a result of the foregoing contingencies, the full amount will be paid and the claimants will not be called upon to deduct the percentages from their claims as representing natural shrinkage."

By the way, our committee does not take any stock in the term "natural shrinkage." We don't think there is any such thing. We don't think that any grain man should allow there is; but there is a loss which might be termed an invisible loss in the handling of grain—the loading of it at one point, the transportation of it to another, and the unloading at that point. You can't make the weight come out exactly the same; but we consider that "invisible loss" is the proper term to use rather than "natural shrinkage."

Further, this rule provides: "This means that when the record is perfect claims will not be entertained."

The foregoing rule is very strenuously opposed by the shipping interests, as it is an effort on the part of the carriers to place the burden of proof of negligence upon the shipper.

Last year our report read in this way:

"It is our recommendation that this Association enter a protest against the present ruling of the Eastern lines and that a special committee be appointed to co-operate with the committee of other organizations who are now considering this matter, for the purpose of agreeing upon some uniform basis for the adjustment of claims for loss of weight in transit."

This undoubtedly has been overlooked, as there has been no committee appointed, or at least no such action taken, as is recommended here to my knowledge. Now, there is a very strong organization composed of fourteen of the Western grain exchanges bounded on the north by Minneapolis and Duluth, on the east by Milwaukee and Chicago, on the south by New Orleans and Galveston, and on the west by Kansas City and Omaha, which have joined and are now in conference with all the railroads reaching those points. There are fourteen of the railroads, I believe, and perhaps it would be of information to you gentlemen for me to read the purposes of this organization. I shall read a paper stating the position of the above grain exchanges in the matter of settling claims for loss of grain in transit.

At a meeting held to consider the above matter with representatives of grain markets and grain interests as shown hereon, the following conclusions were reached:

It is recognized that the obligation to transport and deliver to the consignee at destination the full amount of grain loaded into a car at point of shipment rests upon the carrier, and failing to do so, to pay for any loss occurring.

The present published rules of the carriers relating to the adjustment of claims for loss of grain in transit are unjust and unreasonable in that they do not fully recognize this obligation and thereby impose much hardship and loss upon the shippers and receivers of grain. It is further recognized that it has been the practice on the part of some shippers to present claims for loss of grain in transit for an amount less than it costs the carrier to handle such claims; but we are unanimously of the opinion that the present published rules can be changed so that the method of handling claims will be modified and

unified and exact justice be done to both shipper and carrier, and delays and annoyances in the handling of claims eliminated. To this end the following suggestions are respectfully submitted as a basis upon which rules for adjusting claims for loss of grain in transit should be made.

First. If there is any so-called natural shrinkage in the transportation of bulk grain in carloads, it is of such small amount as to be substantially a negligible quantity, and therefore should not be considered a factor in the making of such rules.

Second. That it is the duty of the carrier to deliver a like amount of grain to a consignee at destination as is loaded in the car at the shipping point, and, if there is any loss in transit such carrier is responsible for the same and should pay such loss in full.

Third. Recognizing that the expense of handling claims of like character is substantially the same, regardless of the amount of the claim, it is our opinion that carriers should not be put to the expense of handling claims for trivial amounts arising from the slight invisible loss which might occur in loading or unloading certain kinds of grain; therefore, no claim should be filed for shortage where the amount of the loss is less than \$1 on each car.

Fourth. All claims for loss, when properly supported by necessary documents, should be paid promptly. In case such claims are not paid within



W. M. BELL.

sixty days after presentation interest at the rate of 6 per cent per annum shall be added thereto from the time the claim is presented until paid.

Now, that is the position of the grain exchanges. I have here a list of the members of this joint committee of railroads and grain exchanges to determine the allowance for natural shrinkages, the chairman of which is F. C. Maegly, A. G. F. A. of the A., T. & S. F. R. R.

For the information of all concerned herewith copy of a letter just written to Chairman Hosmer:

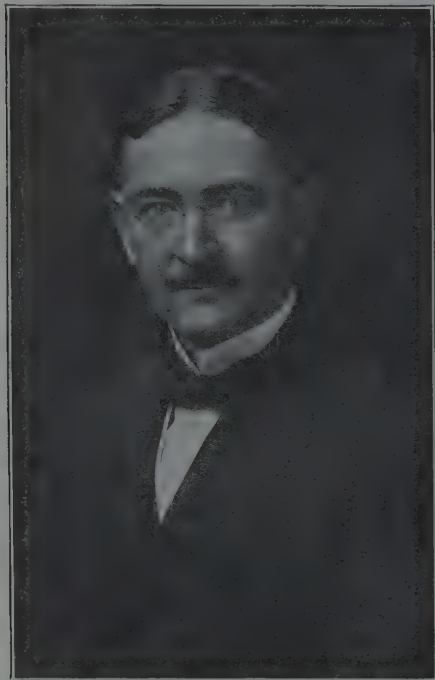
"Several of the committees have their statements under way and it is expected that much information will soon be in hand."

"We take this opportunity to assure all concerned that the data will be so edited as to eliminate prejudice or embarrassment, the whole aim and direction of this movement being not to undertake to change the past but to devise ways and means of safeguarding the future to the greatest possible extent. It is contemplated to furnish an analysis of the average variance applicable to the cars that give evidence of no leakage, segregation of such information from the variance applicable to the cars that do show actual leakage in transit."

Now, here I will say that I am informed that the different representatives of this committee are tracing cars loaded, for instance, at Omaha and unloaded at Chicago; and they have now somewhere between 500 and 1,000 cases. Their intention is to get some sort of an average in order to arrive at some basis on which to adjust or come to an equitable agreement between the exchanges and the railroad companies, and formulate a rule by agreement. When that rule is formulated, the justice of it and the evidence which they will have to show the justice of it, will be strong enough to induce the Central Traffic Association and other associations of railroads in this country to adopt the same rule, so it will be uniform throughout the United States.

"It is confidently expected that the parallels which exhibits will show will cause every one interested, either in forwarding or receiving grain, to see that the scales upon which weighing is performed are continuously in good order and correct weighing adjustment; that the weighing thereon is performed with uniform care; that the recording and certification of weights are handled in a creditable manner; and that all avenues for loss or wastage of weight between scale and car are amply protected."

"Various members of the committee, and others with whom the writer has talked, both grain shippers and railroad representatives, are looking forward with great hope to the action which will result from the joint committee's endeavors, and all are in the heartiest accord that it will prove a public blessing if the average shortage can be reduced and held within reasonable and practicable minimum limits."



JOHN M. DENNIS.

ments of the grade. The contentions of the Illinois Grain Dealers' Association were most ably presented by their president, Mr. Metcalf, and also by Mr. W. L. Shellabarger and others, and these names suggest most forceful argument from their standpoint. It is most satisfactory to state that the Commission refused to change our Rules, which they have adopted—not that we would not like to see our friends in Illinois get everything they want, but that they must recognize, as the rest of the world now recognizes, that while the moisture content of corn may not be the absolute determining factor in the carrying property of corn, yet experiment and experience have conclusively proven that corn containing over 19% of moisture is not a uniformly safe carrying proposition. Their contention as to the unjust difference in price between No. 3 and No. 4 corn has much merit, but we must all recognize the known fact that you cannot legislate value—no law can make and establish a price for a commodity like grain. The law of supply and demand is the regulator of values in grain and all other merchandise.

That our Rules have so successfully withstood the trial and experience of the past year is a distinct compliment to my predecessor as chairman of this committee and his co-workers who formulated and

I read this to show you what is being done by this committee, which your committee suggested last year and recommended—that this Association become a member of the joint committee. We are not in a position, of course, to go into this matter as thoroughly as these people are going into it. They are making a business of it. But we have tried to follow closely all the work that has been done by these committees.

There is another letter addressed to Hosmer by F. C. Meaghy, chairman of the joint committee:

"Our advices indicate that the work is getting fairly started; and I have urged upon each of the committees that the compilation of the necessary exhibits be given all practicable dispatch. To that end, it has been suggested that the committee call upon local freight agents also for any necessary co-operation, such as the abstracting of fifty or hundred car-load statements, covering movements between designated elevators or markets and for specified, periodical or continuous movement."

It is again the committee's recommendation that this organization shall have a representative on the joint committee, and is requested that they be given representation upon this committee, and I therefore offer the resolution that the President appoint the Secretary of this Association to be the representative of the Grain Dealers' National Association.

Mr. Dennis: I would like to know how that can be equitably arrived at, if the railroad company refuses to entertain a claim that doesn't amount to a dollar, and still comes after me to collect a nine-cent under charge? I don't think we ought to countenance any rule that the transportation company which waives a right to a full settlement from them, as they collect from us everything we owe them.

Mr. Bell: I agree with Mr. Dennis in a way, but the idea was that by making some concessions on the side of the grain dealer, the transportation companies then would be more apt to meet them in the adjustment of claims. One of the principal state organizations went even further than that, and it caused some trouble. It agreed with the railroads that no claims should be made for less than \$3, and that an allowance of $\frac{1}{2}$ of 1 per cent on all small grains and $\frac{1}{4}$ of 1 per cent on corn should be allowed the railroad on non-leaking cars. I tell you that just for your information.

I overlooked a letter here that Mr. Morey, a director of this Association from New York and a member of this committee, wrote to me. It says: "The present practice of the railroads is to deduct one-quarter of 1 per cent for natural shrinkage on all grain out of Buffalo, no matter whether it is corn, wheat or oats, or whether it is dry, or what its condition may be. On several cargoes which we have had coming to us I have noticed that the shrinkage always amounted to one-quarter of 1 per cent. The practice simply puts a premium on dishonesty, as it allows somebody to take about that much grain which the roads will not be liable for. On grain coming here all rail, unless you can show a bad leak, the roads positively refuse to pay any shortage."

That is according to the rule of the Central Association. He goes on: "I want to know if you will co-operate with me and be willing to take this matter before the Interstate Commerce Commission. I believe that under the Hepburn Act they are liable for every bushel we can prove we gave them and on which they fail to deliver a like amount. Will you kindly write me regarding this, as the average shrinkage on grain coming to New York is about three to five bushels to a car, and with total receipts of probably 200 cars a day, you can imagine it amounts to a great deal in the course of a year."

I was forced to answer by saying there were no funds at the hands of the committee to prosecute such a matter. It takes money to bring a case before the Interstate Commerce Commission, and this committee had no authority to do so.

Mr. Kress: When the agreement mentioned was arrived at or made by the Illinois Grain Dealers' Association, it was quite a step forward. There used to be a time when claims against railroads for grain lost in transit were not as common as now. We used to lose much grain, but we were extravagant and careless and didn't think much about those losses, and when the Association got a concession from the railroads that they would pay all claims amounting to \$3 or more, it looked like a step forward; but the grain men have more light on the subject today; and I think the Illinois Grain Dealers' Association as a body would say they are not willing to allow the railroads of Illinois today to throw out all claims unless they amount to \$3.

Mr. Hilmer: I don't believe in making concessions to railroads unless they make concessions to us. We have claims now three and a half years old, and one railroad in the West has generously consented to pay 50 per cent of the claims and treat them all alike, regardless of merit. This kind of treatment on the part of the railroad makes the grain shipper feel unwilling to make any concession to the railroads, but they demand that every loss in transit be paid. However, I don't think the rule providing for the non-recognition of claims of less than a dollar is unreasonable; I think it is a step forward, and I would second the adoption of the resolution.

Mr. Currie: I learned something this morning that may be of interest to some of you. I was in the claim department of one of our leading railroads and had this very matter up and he gave me this paper, "How to prevent leakage in corn and grain," [by H. A. Foss of Chicago]. They advised me if we would follow these instructions that we wouldn't have a leakage of over a bushel in each car. They told me where I could get this burlap to put this in, and I said, "Why do you expect me to put this burlap in?" and they told me they would allow for the burlap and allow for putting it in. If that is the case, it will help us out of lots of our leakage and shortage. That was the Burlington Railroad.

The President: I understand the Rock Island is doing that very thing.

Mr. Tyng: They not only allow with us, but prepare the car for us.

Mr. W. C. Brown: The Union Pacific is also doing that. They are doing it in Kansas; but the first car I used in that way I had just 21,000 pounds shortage. (Laughter.)

The President: The resolution as offered here, seconded by Mr. Hilmer, I might suggest it would be proper to send it to the resolutions committee.

Mr. Dennis: I want to say that different conditions may exist on different territories; but as far as the Atlantic Seaboard is concerned, with respect to the letter just read, the claims for leakage are settled a hundred cents on the dollar on the basis of invoice prices of grain. I think it is encouraging a very wrong principle to make concessions to the transportation companies for the purpose of



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obtaining what belongs to a man without any concession. The gentlemen who wish to give three or four dollars away on a car, we must submit to, but I must say in Baltimore we have collected lots of claims not at \$1 per car or 25 cents per car, but put them in for what the loss shows. The railroads should pay 25 cents just as quickly as \$25.

The President: If there is no objection, the resolution offered by Mr. Bell and seconded by Mr. Hilmer, with your consent, will be withdrawn, and it will be presented to the Resolutions Committee to be acted upon.

If there is no objection the report as read will be received and placed on file.

TRANSPORTATION.

We will hear now the report of the Transportation Committee, Mr. A. G. Tyng. (Applause.)

Mr. Tyng said:

Your committee on transportation has had an easy year as far as its duties are concerned. Under the Constitution of this Association, it is our duty to consider all complaints made to them by members regarding any transportation company. We are glad to say that not a single complaint has been made to us during the past year. We do not think this means that there has been an absence of cause of complaint, but feel that it shows that there is a much better understanding between the various transportation companies and their shippers. It shows that the spirit of equity and fairness for which the Grain Dealers' National Association stands has somewhat extended to the railroads, which is a result that has always been hoped for but hardly expected.

In general transportation matters, the interests of the members of the Association are so varied that unless some matter arises which is clearly in the interest of all, your committee could take no original action.

We have given all general matters of transportation our attention, but there has no cause arisen which called for such action in the past year. The matter of railroad transportation is now so much a

question of law, that the duties of this committee have been much curtailed. We therefore report that we have done our best to fulfill our duty, but there has been no work given us to do.

The President: If there is no objection, the report will be received and placed on file. I wish to make this statement. I had a fire claim recently, so I made out the claim and filed it with the proper parties, and it was a long while before we even heard anything from it. Finally they sent us a notice of the number, and that is all we did get. I thought I would try a new plan, so I wrote the claims department, saying that as long as they were very busy I would propose that we arbitrate; that they select a man and we select a man, and they to choose a third man. Within the next two weeks they sent a man down there and paid the claim. I was a little surprised; and possibly, if you gentlemen have a claim that is old, it would be well for you to make a proposition to arbitrate. They won't arbitrate, they will pay it.

Mr. Grimes, are you ready to report?

Mr. Grimes: No, Mr. President. As you well know, I have been very busy on committee work and lack some data from the Secretary and was unable to get an audience with him on account of being too busy.

Adjourned to 9:30 tomorrow morning.

WEDNESDAY'S SESSION.

The final session was called to order by the President at 10:30, who said the first thing on the program was the report of the committee on publication of arbitration decisions by Mr. H. S. Grimes, chairman.

Mr. Grimes: Mr. President and gentlemen: I couldn't help but think last night, when I saw that motley crowd crowding in here to the banquet hall, that if we had something of that kind to offer them at every session of our meeting, how nice it would be. We would have a big crowd in here and fill this hall without any trouble, and have a good, first-class meeting (cries of, "Second the motion"); and I felt last night that I would have a card printed stating that what champagne left over would be here on ice this morning. But I wanted, if possible, to get a pretty fair audience in here, as very important matters will come up—the resolutions, report of the nominating committee, etc.; but it seems we are not going to have them.

As far back, gentlemen, as this Association goes, we have had an arbitration committee, one of the most important committees, I believe, I can safely say, without fear of contradiction, that there is in this organization. It requires more labor, it requires men of executive ability—I was chairman myself for two years (laughter)—thank you; and their decisions, I am very happy to state, have in almost every case been accepted by both parties to the question. You very well know that these decisions are often brought about by parallel cases; in other words, a decision in one case will in all probability be the decision that is made in a case that is similar. The thought occurred that these decisions be published in pamphlet form; and at our last meeting it was decided that all decisions that had been made during the lifetime of this Association be published in pamphlet form and distributed among our members.

The object was that in case you had a difference with any of your friends or customers, you could look over these decisions and perhaps find a parallel case, which would perhaps influence you to more or less attempt to settle it without the aid of the arbitration committee. That was the principal object. Another object to enable you, if you so desired, to look over the decisions and form some idea as to the work that had been accomplished by the arbitration committee; and it would largely influence you in the conduct of your business affairs, and be of help to you—no doubt about that?

Right here I want to state, while we have our annual convention, our annual meetings, these meetings are a source of great pleasure to us who attend; you are able to meet friends that perhaps you meet only at these conventions, and you are able to talk business with them. You enjoy the social features that are connected with it; and all these things are all right for the convention time; but the work is done by the directors. They are the "tail end of the bumble bee" and are the people who do the work. They are a great deal like, as I said before, the things that "work while you sleep."

It was decided, however, by the directory that instead of publishing these arbitration decisions in a pamphlet, they be published in the proposed Bulletin that is to be issued each month to every member of this organization, both affiliated and direct. This Bulletin will take up the arbitration decisions and publish each month a certain number of them, and by that means, in the course of a year, you will be able to get all of the decisions in a compact form and perhaps in better shape than they would if they were all published in one pamphlet. I think this is a much better plan than the plan originally proposed of having them printed in one pamphlet.

Now, in my opinion, this "Who is Who in the Grain Trade" will be one of the best arguments to secure members in this Association that we can possibly have. It will not only give you the arbitration decisions, but it will inform you each month as to just what the Association is doing for you. There is no question that this Association has accomplished more than any other organization of business men there is in this United States. There is no question about that. This organization today has more influence at Washington, I believe I can safely say, than any other organization in existence. We have received the greatest courtesies whenever we have gone there; we are recognized by every corporation in the country that has any interest with us; as was demonstrated yesterday very clearly when we were so successful as to get the gentleman to come here from New York and go into full details as to the telephone and telegraph business. It shows they are anxious to meet us half way; and we are just as anxious to meet them the other half, and make the whole.

I hope the time will come, and I sincerely hope it will not be long, when this Association will get things in such shape that it can give us monthly crop reports. I believe this Association, with its great number of members who would all take considerable interest in sending crop reports in to the Secretary, could give us crop reports that could be better relied on than even the reports of the Government of the United States. I hope the time will come shortly when such reports will be furnished by this Association, and if that comes true, you will get reports that I believe will be absolutely reliable. I consider that the Government reports today are very superior to what they were in 1892 when I first took the matter up in Baltimore. Since that time I have seen the traveling representatives of the Government increased from two to 32 men. The Government has appropriated hundreds of thousands of dollars, with the result, that if there is any report that can now be relied upon, it is the report of the Government. Mr. Wells, of Iowa, has endeavored to give us reports to cover a great portion of the Northwest, and has been very successful in gathering reports; but his reports of course do not have the magnitude of the Government's. But I sincerely hope that we will some day have a report from this Association that we can rely on in preference to any of them.

Now, I don't know whether I can say anything more on the arbitration decisions. They are now in the hands of the Secretary and his assistants, and will be furnished you. I call your especial attention to them, because some day you will have a difference or differences, if you haven't already had them; and if you will refer to the decisions that have been made, no doubt you will find to the case you have a parallel one, and the decision in this other case may be of much assistance to you in arriving at a settlement of your difficulty, without the necessity of referring it to the arbitration committee. There is no question but what the decisions will be the same in all cases that are parallel.

I thank you very much indeed for your attention, and assure you if it requires any more work at any time to help along the arbitration matters, I will endeavor to assist you. (Applause.)

The secretary read letters of regret from Messrs. Elliot, Baker and Bingham.

PRIVATE ARBITRATION.

Mr. Reynolds: I find there is a growing tendency, at least there is in Indiana, toward the members of state and National Associations serving on arbitration committees instead of the regular committees, which not only in a measure nullifies the importance and influence of the regular committees of various state and of the National Association, but imposes a great burden on members, or at least some members, whose friends ask them to serve on these committees. For some reason, they don't want to put their controversy before the regular arbitration committee, and they ask their friends to arbitrate the case for them; and I have been obliged to serve on many of these individual committees.

I never shall again serve on such a committee—a private arbitration. The man who does so at once puts himself in a position of being not only an arbiter but at the same time an advocate. It puts him in a false position. Within the last few weeks I served with another gentleman on a committee of this nature in which the verdict was for my client, you might say, or the man who requested me to serve; and when we finally came to the end of the thing the man said, "It looks mighty funny for me to sign that when I stood up here and argued for the other man." In other words, you are the attorney, judge and jury combined. I don't object to going as an advocate to help either of the parties out if they feel that perhaps I can present their case better than they themselves can, but I hope my friends will not again ask me to serve on a com-

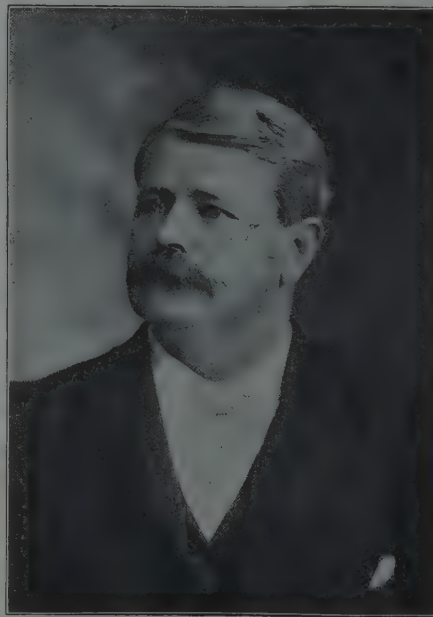
mittee for private arbitration, for I am going to say "no" to the next person who asks.

I think it would be well to have a resolution here urging our members to submit these cases to the regular arbitration committees, and I think it would be well for the Secretary to notify the different affiliated state associations that we hope they will not ask their members to act as arbiters on such committees. Put it up to the state committees, and then, if they can't agree, put it before the National.

The President: I believe Mr. Reynolds' point is well taken, and I believe it will be in order to offer a resolution.

Mr. C. D. Jones: There are a lot of our friends who are not blessed with analytical minds; they have a difference, and the question of arbitration stares them in the eye like a nightmare. They say, "I don't know how to get up an arbitration case. I had better take it over here to Tim and John and tell them about it and let them say what is right." That is the reason that so many of them appeal to their friends instead of to the regular committees. But when friends come to you and ask you to arbitrate, just tell them, "Boys, I can't do it, but I will help you get your papers up." I have sent a number of cases to the Grain Dealers' National Association without being known in them at all, cases where I got up the papers for both sides of the controversy and sent them on to Mr. Courcier to decide the matter. I suppose I lost one side of it, but I was right on the other. (Laughter.)

Mr. Reynolds: I suggest then that the resolu-



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tions committee prepare two resolutions; one, that it be the sense of this convention that members should not serve on private arbitrations; and, second, that we recommend to the state secretaries that they request their members not to serve; and then if we so desire we can offer our good offices in the manner that Mr. Jones has suggested.

Mr. Eckhardt: There seems to be a disposition to load a burden on the resolutions committee. I think whenever we can perform a friendly act by sitting as an arbiter of the differences between members of the Association who may live in a certain town, and thus save a lot of trouble by getting them together, we ought to do what we can, provided they will be satisfied with the verdict reached, and not load everything onto the arbitration committee. I think this committee now has too many such cases. I think when we are requested to act as judges to settle differences of this nature it is a proper thing for us to do, and then let those cases that cannot be adjusted by friendly efforts go to the committee. Of course, if one of the friends happens to be an arbiter, he can give it to somebody else whom he knows can do it right. While I am not unwilling to sit down and work up a resolution, still that is my mind on the subject.

Mr. S. W. Strong: In Illinois the idea is to have the theory of arbitration prevail, not that we want the committee to handle all cases but to have the dealers follow the idea of arbitration. If friendly cases come up they can be settled in a friendly way; and that will save the committee a whole lot of labor. It is entirely satisfactory to do this where a dealer wants to submit a case, say, to Mr. Eckhardt and two or three individuals, for in that way we can expedite matters remarkably. I would not like to have all the dealers in Illinois who have differences, go to the Arbitration committee, for the gentlemen on this commission would have to quit their business. But, of course, circumstances will arise where cases cannot be settled among indi-

viduals, and such cases must go to the arbitration committee. I think if you can get the idea of arbitration to prevail it will be for the benefit of the association. I think it is a good thing to go ahead and let them settle it between individuals.

Mr. Courcier: A good many cases are settled through my office. Some cases arise where the error is so manifest it seems a shame to send it to the committee and take up their time. When such cases are brought to my attention I take them up with the members direct. I had a case last week, or two weeks ago, where I told the member the thing was so clear cut that he would hardly care to go into arbitration over it; and he said that my opinion was as good to him as somebody's else, and he enclosed his check for some fifty odd dollars, the amount of the bill. And you will see by reference to my report that there are a great many cases settled in that way. Of course, if the resolution prevails, and it is the desire to stop that sort of thing, I shouldn't object to stopping it, so far as I was concerned; yet I suppose under the resolution I would have to discontinue that.

Mr. Reynolds: I don't want it understood that anything in my remarks would exclude any one from offering his help in bringing about a settlement. But suppose you are requested once a month, or once in two months, to take up an arbitration case which ought to go before the committee, you have no reason in the world to refuse. Now, I want to help those who are burdened in that way by enabling them to say it is the sense of this meeting that such cases, instead of being arbitrated by members, should go to the committee. But, of course, anybody that is loyal to this Association will do whatever he can to bring about a settlement of these cases and will not only help in preparing papers to be placed before the committee, but will even go farther and go before the committee as an advocate. Make the arbitration as broad and as general as possible, but keep it within such bounds that all cases which properly should be placed before the committee will go to the arbitration committee. It isn't to be supposed that a committee that is chosen at random here and there will be as competent to handle such a case as the regular committee. However, I don't want it understood that we should send things to the committee that should be settled by compromise.

Mr. Eckhardt: To pass a resolution here that certain types of cases must be sent to the committee would, I am afraid, give the impression that the committee was after the money to be derived from the arbitration fee; and I think that is not the right spirit. If a man is willing to have his friends act as arbitrators and will request a friend to so act, and such friend doesn't care to serve, he can say, "I might possibly be one of the arbitrators—might be one of the committee, and I can't serve you."

Mr. Strong: I am satisfied that 60 per cent of the differences in Illinois are settled by arbitration—friendly arbitration. Now, if a proposition of this kind is adopted by this Association and sent out to like associations, you will put everybody on notice that they are not to arbitrate their difficulties in a friendly way; and I think it ought to be left in the way it is now. All over the state there are men who believe firmly in arbitration, but not technical arbitration. If in a town two men are out and they want to select an individual arbitration, it is a good thing. If a fellow says, "I will be willing to arbitrate this, you pick a man and I will pick a man, and they will pick a man, and let them settle it," the thing is settled and out of the way and everybody satisfied. To pass a resolution of this kind and send it to all our members, if these members urging this arbitration idea are loyal to the Association, they will say, "We will support the Association and follow the resolution," and our board of arbitration will have many times more than they can handle.

Mr. Reilly: In our state we may not have as many complications as they have in other states. I am state secretary. But what we do have we like to dispose of in a proper manner. We have at the present time only one arbitration case before the Indiana Association, and there has been no other in four months. One objection I urge to the friendly arbitration is that it is not an arbitration but simply a means of settlement by compromise. John Smith comes in representing Brown, and Jones comes in representing the other fellow, and the two of them may select a third man and the third man is the only man on that committee that is qualified to determine the merits of the case, unbiased. The others are clearly advocates. So it seems to me that instead of following arbitration and the adjustment of cases on equitable and legal and proper lines, we are following the adjustment of cases by compromise. Now, it occurs to me that the first duty of the state secretary, when matters of controversy arise between the members, is to see if he can't get them adjusted. Perhaps I am not so busy in our state as other secretaries are, but I understand from Mr. Wells that very few cases get past the friendly offices of the secretary. But when you come to the other feature of it, trying to settle the controversy that the secretary can't settle, when he could get between the fellows and say, "Let us get this ad-

justed: John, you compromise, and Tom, you compromise," then, let them go to the arbitration committee. The arbitration committee is like a court and jury; they are sworn, and it is their duty to handle the cases and dispose of them according to the Trade Rules, according to the rules that obtain, and that isn't the duty of the friendly arbitration made up of outside individuals. One of the main features that we advocate in the national and state associations to get new members is that we have an arbitration by men that are competent. Now, we don't have to have them if we are going to do this work outside. I believe that Mr. Reynolds' idea is correct. I believe this Association ought to explain that it is the sense of this body that the best policy to pursue is to permit all of those cases that pass the friendly offices of the secretary, to go to the arbitration committee.

Mr. Grimes made a speech a while ago and called our attention to a Bulletin to be published, giving us the arbitration decisions for the last ten or number of years. What is that good for if you are going to let men on the outside fight our battles?

So I believe it ought to be the expressed sense of this organization that arbitration should go to the proper committees; if a state organization, let it start there and then on to the national. That is my idea from the viewpoint of a Secretary.

Mr. Reynolds: There is another feature to the matter which should be touched on. We have Trade Rules. Now uphold the strict dignity of these Trade Rules which govern our action and govern the grain business. A compromise is not permissible and should not be permissible when a Trade Rule is under consideration. I don't mean a friendly compromise, but I mean if I should be asked to serve on a committee, and Mr. Beatty another, and we choose the third, there are two advocates and an arbitrator; and when we get down to the thing we say, "Here, it is true that Brown didn't do just right, but he didn't understand the Trade Rule. If he had understood it he wouldn't have done that. Let us compromise and give each half of the claim." Now, in such compromises the Trade Rules are very much demoralized and are held responsible for the burden that is imposed. I don't want it for a minute understood that I frown on friendly settlements and compromises, but let them take on the aspect of arbitration.

Mr. Rockwell: I can very readily see, as Mr. Eckhardt has said, that a great amount of work would be imposed on the committee of arbitration, but I think that very soon this would diminish when it should become known that all these cases are to be published. One of the great objects of this Association is to raise the standard of business methods, and we are doing it to a very great degree; and if one does not understand and have knowledge of the Trade Rules he should get that knowledge. I believe that if every merchant knew that when he had a case to arbitrate it must go before the arbitration committee to be arbitrated and be published, he would be very careful how he brought up cases for arbitration. I think it would make people more particular in their trading, and see whether in their standing they were absolutely right. Therefore, we might have to sacrifice a little in the overworking of the committee, but it seems to me it is in line with the right principle for these cases to be brought up here instead of settled by some other means that might not be as just and as equitable as association work.

Mr. Lockwood: I move you that this resolution of Mr. Reynolds, and the consensus of opinion expressed here, be referred to the arbitration committee for future recommendation. Carried.

AN INVITATION FROM NORFOLK, VA.

Mr. Cofer, of Norfolk: Mr. Chairman and gentlemen: It was my great desire to present what I am going to say at the banquet last night and I want to assure you, gentlemen, that it was not because I was "too full for utterance," but because I was conscious of the fact that after getting here and banqueting you were all having such a jolly good time I wouldn't be able to reach you through a megaphone. Therefore I concluded to wait until this morning.

[Mr. Cofer proceeded to point out the advantages of Norfolk as a meeting place, not only from the point of view of business pure and simple, but from the standpoint of the dealer on pleasure as well as business bent.

It was manifest that Mr. Cofer had his audience with him from the beginning; and under such inspiration the genial speaker waxed eloquent in his presentation of the claims of his home city.]

Mr. Grimes: I desire to heartily second Mr. Cofer's invitation and will move you that it be the sense of this convention that we submit to the board of directors, who have the selecting of the next meeting city, the request that they accept Mr. Cofer's invitation and hold our next meeting at Norfolk. I make that a motion. (Applause.)

Mr. Miles: I second the motion.

Mr. Grimes: As Mr. Cofer has particularly referred to the Chesapeake & Ohio R. R., I desire to call attention to the fact that there is one other

railroad that enters the city of Norfolk and also enters the cities from which it is expected to draw members of this organization to Norfolk, especially through the state which I have the pleasure and honor of representing, the state of Ohio, and that is the Norfolk & Western R. R. There is no question in my mind that the N. & W. will extend to the members who have the privilege of availing themselves thereof, every courtesy that will be extended by the C. & O. Not only that, but I believe, if the proper effort is made, we could get some kind of a special rate, and if it is taken up in time the Interstate Commerce Commission will not interfere with it but give them plenty of time to do this.

Another thing I would like to touch upon is the hotels. I sincerely hope that when the Bulletin goes out, if we go to Norfolk, he will include in the Bulletin a statement of the advantages of the different hotels and their rates. I am not complaining against any hotel that we have been at, but give us the rates and see if we can't get something special. It will increase your attendance. There is no question that it will if we can get a low fare and a low hotel rate. Norfolk is an ideal place for a convention; and I believe I can say without fear of contradiction, that you will have twenty country shippers in Norfolk to where we would have one in some other locality.

Mr. Cofer: The reason I happened to refer to the C. & O. Ry. is because we have a representative here from Norfolk who is on that road. But I can safely



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say that anything within reason that the grain dealers want, they can get from the N. & W. R. R., and the C. & O. R. R., and the hotels in Norfolk.

Mr. Reynolds: It has occurred to me that while there is no doubt that we want to go to Norfolk, yet we will have to train our tongues to say it as Mr. Cofer does, "Nofulk." (Laughter.)

The President: As a rule Mr. Grimes never overlooks anything, but he forgot to mention in his remarks that we could go by boat.

Mr. Grimes: "I assure yuh, muh friends, if you cum to Nofulk we will be sut'nly pleased, by gad, sub." (Laughter.)

Mr. Grimes' motion was unanimously carried.

Mr. Cofer: I will cite you a little instance: Before coming to this convention I was out on the links trying to learn to play golf. I understand it takes seven years to learn, so I am just a beginner. But I noticed at certain points on the links I could make a better showing than I could at other sections, and I began to look around to ascertain what the reason for it was, and I noticed that wherever I did unusually well there were mint leaves growing on the links, and the odor of the mint leaves was stimulating me to these good plays. Now, gentlemen, if the mint will stimulate on the outside, what will it do on the inside? (Laughter.)

The President: The next will be the report of special committees; the Auditing Committee.

Mr. McCord's report was an approval of the Secretary's accounts as correct.

Mr. Washer: In moving the adoption of the report of the auditing committee, I beg to call the attention of some of the old timers to that \$11,000 receipts. It is within my recollection when one year we struggled along and I think got in but \$1,800. The grain dealers of this Association are awakening to the necessity of this organization and are supporting it well. Let us make it "22" next year. I move the adoption of the report.

The motion was carried.

Mr. Tyng: In relation to the rendering of this report, I make a motion that in the future the auditing committee be appointed prior to the meeting. In appointing the committee during the meeting it handicaps the committee in doing their work. The Secretary is busy with matters of the convention and it takes up his time, and the present method is neither satisfactory to the committee or the Secretary. I make the motion that the auditing committee be appointed next year prior to the meeting. Carried.

RESOLUTIONS.

The President: The next special committee is the committee on resolutions by Mr. Eckhardt. Before reading the resolutions I would state that if there is no objection we will adopt the resolutions as a whole.

Mr. Eckhardt: Mr. President and Gentlemen: The committee begs to submit the following resolutions:

TELEPHONE SERVICE.

Resolved, That the Grain Dealers' National Association appreciates the courtesy of Mr. Theodore N. Vall, President of the American Telephone and Telegraph Company, in delegating its representative, Mr. Angus S. Hibbard, at the request of Mr. Edward Beatty, chairman of the committee on telegraph and telephone, to explain to this Association the declination of the Telephone Company to restore the half-rate night messages, and was duly impressed by his statements. It is conceded that rapidly changing conditions have produced a general and steadily increasing demand for every facility for prompt and economical communication, and the American Telephone Company has met this requirement in a broad and progressive spirit, developing its equipment and improving its service as rapidly as practicable, which fact, together with Mr. Hibbard's elucidation of the present situation, assures us that the patrons of his company will receive due consideration hereafter, both in regard to service and cost commensurate with wise and efficient management, also that the Telephone Company will always appreciate that its interests are identical with its patrons' and dependent upon their good will.

TRADE RULES.

Whereas, The Arbitration Rules of this Association and of the affiliated associations are not entirely in harmony and some questions have recently developed which disclose the importance of a complete review thereof, to the end that the highest degree of efficiency and harmony will obtain; therefore, be it

Resolved, That the President be authorized to appoint a committee of one or more from this Association and each of the affiliated associations, to whom shall be referred the Rules in question for review, consideration, and modification, and that said committee shall file its report with the board of directors of this Association; whereupon said board of directors shall have and is hereby given authority to consider, modify and approve such report; and when approved the same shall thus become the effective Rules of this Association for the government of all arbitration matters.

CERTIFICATES OF WEIGHTS, ETC.

Resolved, That it is the sense of this convention, and we recommend, that certificates of weight and certificates of inspection be issued as separate documents in all markets where this is not now the practice and custom; that all certificates of weight bear full and proper notations of the exact condition of the car at time of unloading.

PRIVATE CROP REPORTS.

Resolved, That we deprecate the issuance and dissemination of the numerous, and in many instances of very unreliable, private crop reports.

THREE OR BETTER BIDS.

Whereas, Criticism has been directed at the several markets and centers in reference to the bids that are made for certain grades of grain "or better"—for example, for No. 3 Corn "or better," and in a similar way for other grades, on the theory that the seller was thereby deprived of the proper benefits that should accrue to him on the higher grades; therefore, be it

Resolved, That the Grain Dealers' National Association recommends that the various markets be requested to take such action as will bring about a change in the practice and custom, so that the purchases of grain at interior points be on the flat grades.

THANKS TO OMAHA GRAIN EXCHANGE.

Resolved, That we hereby tender to the officers and members of the Omaha Grain Exchange and the Commercial Club the sincere thanks of this Association for the many courtesies extended to the members of the Grain Dealers' National Association and the visitors at this their fifteenth annual convention. We deeply appreciate the efforts put forth by the Omaha business men to make our visit at this time a most enjoyable one, and for their special efforts in the entertainment of the ladies. We assure them that the occasion will long be remembered with the best wishes for the continued growth of Omaha as a city and the prosperity of its citizens.

THANKS TO SPEAKERS.

Resolved, That the Grain Dealers' National Association sincerely and earnestly express their appreciation and hereby extend their thanks to the several distinguished gentlemen who have contributed to the success of our fifteenth annual conven-

tion by their presence and the instructive and interesting talks to our members and visitors. We enjoy our worthy President to return to the Honorable Mayor of this city the "Untarnished Key" so gracefully tendered to us at the opening session.

HOTEL ROME.

Resolved, That the Grain Dealers' National Association does hereby tender its thanks to the management of the Rome Hotel for the convenient and admirable facilities made available to us during this convention; and we assure them of our deep appreciation of the many courtesies extended to the members and visitors.

Mr. Eckhardt: I move the adoption of the resolutions as read.

Mr. Bell: In line with the recommendations of our committee I understood a resolution was sent in to the resolutions committee and I see it has not been offered. Was it rejected?

Mr. Eckhardt: I was going to offer another resolution separately. I just notice it is in your handwriting.

Mr. Culver: I don't know what Mr. Eckhardt proposes to offer there, but there are about fifteen future bills that I would like to see this organization act on, and I ask that the gentlemen prepare a resolution against those bills and present it here to get the views of the Association.

Mr. Eckhardt: I wish to say that the resolutions committee considered this matter and actually had a resolution drawn up, but thought the address presented by Mr. Reynolds and the fact that it was adopted and the recommendation concurred in, was ample to put the association on record in relation to that matter.

The Secretary: At St. Louis a resolution fully covering that subject was adopted, and I suppose it still stands as the policy of the Association; it has been so promulgated since that time until some change has been made.

Mr. Eckhardt: Before I read this resolution I want to say that I found this among the resolutions which we had prepared and I really couldn't account for it until I saw by the original it was written by Mr. Bell, and I sought to find him and get some explanation of it, but had no opportunity to reach him. I will read it and he can then explain it, as follows:

"Resolved, That this Association ask representation on the General Committee, composed of various exchanges and railroads who are endeavoring to formulate an agreement for the adjustment of claims resulting from losses in transit, and of which Mr. Maegley, A. G. F. A., Santa Fe Railway, is chairman.

"Resolved, That the President of this Association be authorized to appoint a delegate to represent this Association."

Mr. Bell: In my report as chairman of the committee on natural shrinkage this recommendation was made and a resolution was offered at that time, but the President suggested that it go to the resolutions committee. Yesterday, after the meeting, I hastily drafted the resolution and gave it to the Secretary, or his assistant, with the request that he should typewrite it and hand the paper to the proper committee, and I understood that had been done; and therefore I took no further action in the matter. This was embodied in the report that I made yesterday afternoon.

Mr. Eckhardt: With that explanation I move the adoption of Mr. Bell's resolution.

Mr. Dennis: Mr. President, what is the purpose of this committee? Is it to formulate a uniform rule for the government of the handling of railroading claims throughout the United States?

Mr. Bell: Our committee found that we could do much better work by having representation on this committee named, in view of the fact that this large committee had the matter entirely in hand at the present time. This committee consists of fourteen grain exchanges and fourteen railroads. It is a very important matter, and they are going into it to obtain all the data it is possible to obtain on the subject. This resolution is simply for the purpose of obtaining representation on that committee for this organization.

Mr. W. T. Cornelison: I am a member of that committee from our exchange at Peoria and it has nothing whatever to do with Eastern rates. The only thing interested in it are the Western trunk lines. The Eastern traffic lines, or Central Freight Association, are not members of this committee.

Mr. Dennis: That is the point I wanted to bring to the attention of the convention yesterday. This is a national Association and not a local Association; and I don't think it is right for the Grain Dealers' National Association to obligate themselves to make any concessions to the railroads that will mean an expense to the members of this Association. In the East we collect our claims as you collect a bill, dollar for dollar, hundred cents on the dollar, and there is no reason, in our opinion, for any shipper of grain in any place in the United States to accept a settlement from a railroad company except in full. Just before I left home I had a letter from the auditor of the Penna. R. R. Co., notifying me that unless we paid them about fourteen little undercharges, the largest amount of which was 19 cents, any courtesy they might have

extended us in the past in the matter of settlement of freight bills would be abrogated. These items were simply undercharges on shipments of grain. Now, if the railroads can tell the shippers and merchants that the Interstate Commerce Commission law compels them to collect these undercharges, no matter how small, I think it is the duty of every grain man to see that the railroad companies are just as exact in the settlement of their obligations. (Applause.)

Mr. Bell: This is a tender subject for all of us. However, I don't understand that by adopting this resolution and securing representation on this committee, the action of said committee would be binding on us in any way. Our intention is only to enable your committee to become better informed on this subject, and to use our influence to gain the ends which we expect to gain.

Mr. Lockwood: I would like to inquire who is seeking the conference? Is it the railroads that are asking the conference with the exchanges for the purpose of arriving at some agreement whereby claims for a certain small amount will not be presented?

Mr. Cornelison: That is it. No claims under their first proposition—two or three dollars; and then there is a certain quarter of 1 per cent to be allowed for invisible leakage.

Mr. Lockwood: If that is the case, I don't think we ought to have any conference of that sort unless we instruct our representatives that we want them



F. S. COWGILL, SECOND VICE-PRESIDENT.

to insist that every claim in which the railroad company is at fault in any manner should be returned in full.

Mr. Reynolds: This whole question of railroad claims is fast becoming one of prime importance in the grain business. While we have sought to prevent legislation of different kinds, and in some instances to secure legislation, I believe this Association would do well to go on record recommending some kind of legislation in regard to railroad claims. Now, we find ourselves about in this shape: Mr. Dennis states they ask him to pay shortages in freight bills on errors which they have made. Now, this resolves itself into a positive proposition. A tariff is issued, and so much grain weighed in, and that puts the railroad in absolute position to collect that claim; but the great question is the shortage question. I loaded into a car in Indiana 1,000 bushels of grain, and it comes to New York or Baltimore and weighs out 980 bushels. I have got a shortage of 20 bushels. Now, first of all, it is incumbent upon me to prove I put 1,000 bushels instead of 980 in the car. And that is a big proposition. I may be mistaken. There is a probability of my being mistaken. Now such claims as that have not a proper standing in the courts because it puts on the shipper all of the duty of furnishing proof that he put the grain in. The railroad company can avoid all evidence showing that they lost it in transit, even if they did lose it. Now, it seems to me what we should do is to get in some position, get some legislation along the line of having a fair determination of how much grain is put in, throwing on both parties an equal responsibility of determining the amount of grain in the car. It is too big a proposition to let it go by without having the rights of the shipper equally definite.

And secondly, in almost any suit that you file in court or a bill that you present to a debtor for collection, there is some reasonable date of settlement, or promise when you will settle it, or considering it in some reasonable time, that will put the creditor

in position to know where he stands. Now in Indiana we had legislation on that matter last year, compelling the railroads to render a bill for shortage or demurrage within a certain time. That is a good step—a step along the right lines—but I think this Association ought to go on record asking the legislatures to try and do something, or we should appear before the Interstate Commerce Commission and get them to do something. If the rates are not now high enough to cover all contingencies of loss and damage in transit, then the rates need adjusting. In shipments from the country nowadays, the calculation of profit has to be based, or you have to expect to lose 4 or 5 per cent of the grain in a year's transactions.

Now, of course, that gets back to natural shrinkage in transit and all these other things. There isn't any reason in the world why the railroad company shouldn't provide a way of weighing the grain that goes in the car properly. Say there are a thousand cars going out of a station. It is a big job to weigh them; but they can very well afford a weighmaster for a thousand cars, or 800 cars, or 600 cars, or 200 cars, and at the small station the agent hasn't much to do. He sits down and looks up the track about half the time, and he ought to be compelled to weigh up the small station. Now, it ought to be incumbent on the receivers to do one of two things, either to accept a scale that the railroad has provided, or provide a scale that the railroads will approve. That is the biggest problem that confronts the grain trade today; and you people in the receiving markets that accept certificates of weight good for the amount of grain that passes through your hands have given very little thought to what it means to the country shipper that weighs over his scale and has nothing between him and loss, but has to stand it.

Now it has been charged that this Association is drifting into the hands of the exchanges. If you want to do something toward getting away from that question, give us people out in the country the benefit of your going on record demanding that the railroads either pay claims that are put before them by the shipper, or weigh the grain themselves, or forever afterwards seal their mouths. That is what you can do for the country shippers; and when you do it you will save the grain of the country millions of dollars. Then, if you can induce them to put a small tithe of that in this Association, you will get plenty of funds with which to meet all the other expenses you have.

I put that up to the Association. Mr. Forbell can get a thousand cars and get the certificates of weight, and the weight never enters into his dealings at all. But if I ship a thousand cars of stuff I have to expect there will be 3,000 bushels lost. That is true. We, in one month, did ship 1,006 cars of stuff and had over 3,700 bushels of loss in it, and I can't get away from it. You can file claims—I file my claims; and I want to say that we collect dollar for dollar and collect the majority of our claims; but suppose, for instance, the car is one bushel short or two bushels short. That is too little on which to file claim; 5 bushels—it is insignificant; ten bushels—well, I don't know; 20 bushels, maybe—but when it gets to a hundred, we file it. Now, do something for us.

Mr. Grimes: I move that this resolution be referred to the legislative committee with instructions to take the matter up and do everything possible which in their good judgment will tend to carry out the resolution.

Mr. Cofer: I am heartily in favor of doing anything which will protect the members of this Association. I want to say, however, that, voicing the sentiment of our market, and we are in line with Baltimore, there is no shortage or shrinkage, when it comes to the railroad collecting their tonnage. They want it, and they don't give you any discount. Now, my argument is this, that when we buy a carload of corn from the West and we get the official papers on it, if there is a loss when that stuff comes out in Norfolk, the railroad company ought to pay it in full, and we should not be called upon to lose three or four bushels. But if that is done, it opens the door toward encouraging shippers everywhere to, perhaps, not put in the full amount, but take out a little bit. Now, take the country shipper—I have had some very satisfactory dealings with country shippers, and on the other hand I have had anything but what was satisfactory, and in buying from the country shipper ordinarily you have to lose half of one per cent to begin with. But if such a thing as this is put into force, what is there to prevent the dishonest dealer, when he knows there is going to be a probable loss at the other end, of 3 to 5 bushels, from not putting that in? But I think we ought to force the railroad to pay the shortage.

The President: The resolution as read has been amended by Mr. Grimes to refer it to the legislative committee with power to act. Carried.

ELECTION OF OFFICERS.

The President: Gentlemen, we are about to complete our duties here. The next thing is the report of the nominating committee by Mr. Dennis.

Mr. Dennis then made the report, recommending the election of the following gentlemen for the offices named, to-wit:

President—E. M. Wayne, Delavan, Ill.

First Vice-President—Walter Kirwan, Baltimore.

Second Vice-President—Frank S. Cowgill, Kansas City, Mo.

Directors (two years)—L. W. Forbell, of New York; C. D. Jones, of Nashville; W. M. Bell, of Milwaukee; Jas. L. King, of Philadelphia; Jas. R. Marfield, of Minneapolis; A. F. Leonhart, of New Orleans; W. C. Goffe, of Kansas City, and G. J. Boney, of Wilmington, N. C.

Mr. Grimes: I move that the report of the committee just read be adopted, the motion to carry with it the election of the gentlemen named, and that the Secretary be instructed to cast the vote accordingly. Carried.

Mr. McCord, acting chairman: The motion is that the rules be suspended and that the Secretary of the Association be authorized to cast the ballot of the convention for the election of the gentlemen named in the report of the nominating committee, to serve us as officers for the ensuing year. Carried unanimously.

The Secretary: I take great pleasure in casting the vote of this Association for the list of officers and directors which has been reported by your committee on nominations.

Mr. McCord: Gentlemen of the convention, I now have the honor of returning the gavel to the officer who is his own successor, your President.

The President (Mr. Wayne): Gentlemen of the convention, you are all fully aware that I am no orator, but a re-election to an office in an organization of this kind cannot help but affect any one and I thank you from the bottom of my heart. (Applause.)

Call for Mr. Cowgill.

Mr. Cowgill: I am a young director, and I think it a very great honor to be made second vice-president of this Association. I thank you all.

Mr. Kirwan was called for.

Mr. Kirwan: I am quite sure that no man here was more surprised than myself to be honored with such an office. I know there are many here better fitted for the office than myself. I am not so conceited as to believe it was meant as a personal honor, however, but rather an honor to the great export market which I represent. (Applause.) The market which handles such a large proportion of the great staple product of this country which you produce. I thank you for the honor which I greatly appreciate personally, and also on behalf of the great market which I represent, and I shall render you the best service of which I am capable. (Applause.)

THE WESTERN JOINT COMMITTEE.

Mr. Bell: This isn't in the line of unfinished business, but I have just been handed a telegram from Mr. Maegley, who is chairman of the committee which was under discussion a few moments ago, and while I have hardly had time to decipher the meaning of it, I will, nevertheless, read it to the convention:

"Wallace M. Bell, chairman committee on shrinkage, etc.: Figures are now being compiled for joint conference of grain exchanges and railroads. Expect to arrange for meeting latter part this month. Detail statements cover extended movements of grain in cars that did not leak. Each classification including set backs, cross town and road hauls, between markets with highly developed weighing systems and otherwise, show tendency toward shrinkage, wastage or invisible loss of weight. Cannot advise extent until final analysis is complete. The question of a paramount importance is the elimination of dishonest weights, defective scales and weighing, and discreditable certification of weights. Greater responsibility must rest upon parties who weigh grain and record of first entry as well as those who certify the weights of shipments as loaded and unloaded, the combined influence of national and state grain dealers' associations, grain exchanges and railroads should be in direction of establishing the credibility of scales and weighing, recording and certifying weights, and the elimination of conditions that are discreditable. Trust your association will enlarge scope of your committee and authorize fullest co-operation with important recommendations which will be submitted at forthcoming joint conference grain exchanges and railroads."

Mr. Maegley is Assistant General Freight Agent of the Santa Fe Railroad, and I believe is quite well known to the Kansas members, as he at one time, I understand, had charge of the weighing and inspection there, or something of that kind. He is the chairman of this joint committee.

Mr. Grimes: I move that we now adjourn to meet in Norfolk in 1912.

The President: Your motion is out of order. However, we will adjourn without a further motion. Adjourned *sine die*.

DIRECTORS' MEETING.

The directors met immediately after adjournment and organized.

Mr. Courcier was re-elected Secretary for another year, and the executive committee of last year was reappointed.

The city of Norfolk, Va., was named as convention city for 1912, at a date not definitely fixed, on account of a desire to accommodate the meeting to general weather conditions and to the exigencies of transportation rates, which are much lower during the "summer vacation" rate season than later on.

The committee then took up routine and special work, particularly disposing of a difficult arbitration case appealed to the directors.

OMAHA GLEANINGS

The Milwaukee delegation consisted of W. M. Bell, W. E. Mereness, M. G. Rankin, J. B. Meggs, P. P. Donahue, G. C. Wells.

W. M. Bell of Milwaukee was taken several times for an Idaho sheep ranchman, and had to produce his grain friends to prove his identity.

E. E. Delp and W. P. Brazier of Philadelphia went to Denver after the convention was over, en route on a short sight seeing trip through Colorado.

From New York City were L. W. Forbell, Edw. Beatty, Angus S. Hibbard, and from the Bourse, Philadelphia, Jas. L. King, Wm. P. Brazier, E. E. Delp, E. M. Richardson, A. J. Stites.

Fred Mayer of Toledo, Ohio, seems to always add the flour business to his grain business at conventions. Only it isn't spelled that way. This



N. B. UPDIKE.
Chairman Omaha Committee.

year every lady present received a handsome basket of flowers as the gift of Mr. Mayer and 'twas said that Mrs. Mayer's basket was the handsomest of all.

Baltimore sent Walter Kirwan, Chief Weighmaster Jas. H. Warren, Chas. England, John M. Dennis, and Boston sent J. E. Southworth, Seth Catlin, Jr., J. F. Hammers and M. D. Benzaquin.

There came from Toledo, Fred Mayer, Chief Grain Inspector E. H. Culver, F. O. Paddock, K. D. Keilholtz, A. W. Graytop, Henry L. Goemann, Chas. Quinn, Secretary John Courcier, A. Mennel.

W. S. Rowe of Valley City Milling Co., Grand Rapids, Mich., continued on, with his wife and two children, after the convention, to the Pacific coast, where he will spend a couple months in recreation.

It was noised abroad through the Toledo Produce Exchange so persistently that K. D. Keilholtz of Southworth & Co. would be at the convention, that willy nilly Mr. Keilholtz had to pack up, secure tickets for himself and wife and get there.

W. A. Dull of Willshire, Ohio, stopped at the convention on his way home from a jaunt through Minnesota and the Dakotas. The western country impresses him, he says, by its bigness, but it is not equal to the states east of the Mississippi.

Minneapolis sent Secretary of Chamber of Commerce John G. McHugh, J. R. Marfield, C. A. Brown, G. B. Gunderson, H. B. Putnam, A. F. Owen, Paul C. Rutherford, Frank L. Carey, A. E. Hayward, J. J. Quinn, Leonard S. Allen, A. E. Martin, H. E. Hughes.

There were very many ladies present, the wives and relatives of visiting grain men, and special entertainment features were provided for them. There was carried out at the convention an idea originating with Secretary John F. Courcier, which was no less than the organization of the Ladies' Auxiliary of the Grain Dealers' National Association. The idea proved very popular, both with the ladies and

grain men; and Mrs. H. S. Grimes of Portsmouth, Ohio, was elected president of the new association and Mrs. W. E. Sheldon of Jackson, Mich., secretary.

The Peoria special brought John R. Lofgren, Sec'y Board of Trade; A. G. Tyng, Jr., C. C. Miles, N. W. Love, J. H. Ridge, L. H. Murray, Frank Baker, J. W. Hendley, T. J. Pursley, Pres. Board of Trade; R. A. Webster, Newton R. Moore, W. T. Cornellison, J. R. Chism.

Arriving at Omaha, Martin J. Mullaly of St. Louis asked to be taken at once to the Indian camp. He said things were pretty quiet en route this year on the St. Louis special and he thought it would afford him relief if he could find a bunch of Sioux or Apaches who would "whoop er up."

The following conversation was overheard one morning in the Hotel Rome foyer: "What's happened to Sheldon of Jackson, Mich., this morning? He seems to hold aloof from every one?" "Oh, he just sold a car of buckwheat and will probably have 'that chesty feeling' for the rest of the day."

All roads, at least all automobile roads, seemed to lead to the Omaha Club. The best of the Omaha grain men held open house and especially in the evening after the theater there were numerous receptions given there. We would like to mention some of the entertainers but have promised that we "won't tell no names."

The St. Louis special was delayed by a wreck, but it finally arrived with N. L. Moffit, C. F. Beardsley, H. A. VanRump, H. F. Ketchup, Martin J. Mullaly, L. W. Putnam, John L. Messmore, E. M. Flesch, J. A. Connor, Marshall Hall, Geo. F. Powell, C. H. Bacon, F. C. Swartz, F. E. Eichler, R. L. Canole, R. P. Scott, G. N. McReynolds, Chief Weighmaster John Dower, Jim Parrott, J. W. Morse.

F. M. Smith, with the Huntley Mfg. Co. of Silver Creek, N. Y., and the dean of machinery interests, was one of the first arrivals at the meeting. There were also in attendance W. H. Kaiser, secretary of the Weller Mfg. Co., Chicago; E. H. Reynolds, Chicago; Frank Kaucher, St. Joseph, Mo.; S. J. McTiernan, St. Louis, representative of Huntley Mfg. Co., and H. R. Miller, with Richardson Scale Co.

Big chief Ed Culver of Toledo was elected for the fourth consecutive time by unanimous vote president of the Chief Grain Inspectors' National Association. And the members complimented him on his good work of the past year. One chief inspector said: "Just so long as Ed keeps that big, muscular frame of his, he's goin' to be put in as president every year and don't you forget it."

L. W. Forbell of New York City, one of the new directors, is very fond of leading a chorus at the various grain entertainments and his friends think "he leads grand." One of his friends said to Mr. Forbell at the Omaha banquet that he thought his voice was growing more mellow. Mr. Forbell was considerably elated for a few moments until he happened to recollect that the voices round about were nearly all mellow.

Possibly every one doesn't know that F. O. Paddock of Toledo, Ohio, was, in his youth, a great ball player. He was captain of the Pana (Ill.) Stars in 1871, the year when they whipped every team in the state except Springfield and this town defeated them only by running in a crack pitcher and catcher from St. Louis. On November 1 Mr. Paddock will have engaged continuously in the grain business at Toledo for twenty-five years.

Genial W. F. Morgan of Des Moines, Iowa, is certainly one of the most "representin'" men in the West. He represents as broker more Eastern and Southern houses than one can think of, and what's more he seems to enjoy it. He was asked at the convention one day if he could tell quickly, right off the bat, how many firms he did represent, and he said he would have to wire home first to see how many new connections had been made during his absence.

From Kansas City were George H. Davis, Jas. N. Russell, D. F. Piazek, M. U. Morton, R. Y. Smith, D. L. Croysdale, H. H. Steele, Thos. R. Smith, A. D. Wright, Wm. B. Lathrop, C. R. McCotter, Wm. Murphy, O. E. Severance, W. A. Wayman, A. W. Lawless, C. A. Dayton, Chief Weighmaster J. J. Goodwin, W. W. Simmons, Allen Logan, Frank Barrett, I. H. Blood, R. J. Thresher, C. W. Lonsdale, J. A. Waring, W. C. Goffe, H. H. Taylor, Edward Cooper, Chas. T. Neal, A. J. Denton, O. Denton, E. L. Morris, H. C. Nunn, M. C. Fears, H. J. Benedict, B. F. Longley, D. H. Woolridge, Geo. B. Thompson, J. R. L. Wulff, F. P. Logan.

The banquet tendered the grain dealers by the Omaha Grain Exchange at Rome Hotel on Tuesday evening, October 11, was "like apples of gold in pictures of silver." Heaven seldom rains more hospitably down. Roses and orchids bedecked the tables, musicians played sweet music, delectable dishes were noiselessly served by an army of disciplined servants, and over all descended the spirit of good will and content. There were no strangers there. All were fellow men and fellow grain dealers. There was just a dash of entertainment, for the pleasure of the evening could be scarcely added to. Al Smith

of Chicago told some droll stories. The T. K. Quartette of Omaha obliged. E. D. Peck, vice-president of the Omaha Exchange, presided and introduced L. H. Stubbs of St. Joseph, who entertained; and finally the banquet ended and an unforgettable evening vanished as, unhappily, all good things must vanish in time.

The Omaha grain merchants in attendance included N. B. Updike, E. P. Peck, J. W. Holmquist, F. S. Cowgill, N. Merriam, J. R. Linderholm, C. C. Crowell, Jr., E. A. Nordstrom, T. P. Blake, C. J. Chisan, Chas. Stidham, T. B. Tholl, W. H. Bailey, Everett Stolsbart, G. A. Sammis, W. T. Metzger, C. Vincent, J. A. Murphy, Rudolph Beal, Geo. C. Johnson, J. M. Welsh, S. S. Carlisle, E. S. Westbrook, C. H. Wright, E. G. Stott, C. L. Schall, W. C. Brown, W. J. Buttschau, J. D. Hough, D. E. Huntley, C. V. Sturtevant, W. L. Smittie, Ray Schieck, F. P. Manchester, E. R. Threscher, C. S. Weeks, Frank H. Brown, A. McKinley, O. M. Smith, R. E. Shreck, F. A. Howard, J. T. Buchanan, E. A. Cope, J. W. Redick, G. W. Updike, L. C. Hine, S. P. Mason, John R. Morris, W. D. Weeks, A. T. Going, O. H. Tubbs, J. C. Dahlman, C. L. Babcock, Chas. Avery, G. N. Entrieke, W. C. Sunderland, J. H. Conrad, A. H. Bewsher, J. Roberts, J. F. Westrand, E. J. Kriege, Geo. A. Roberts, S. Saunders, P. E. Harris, J. B. Swearingen, T. A. Anderson, C. E. Hunter, C. E. Wager, J. R. Barrett, M. C. Sprague, M. T. Shepardon, J. F. Twanley, Barton Millard, J. C. Hoyt, E. C. Hansen, A. H. Marshall, E. H. Fonda, Chas. Corey, Conrad Johnson, J. B. Blanchard, C. S. Rainvold, W. S. Pool, A. G. Pasewalk, J. W. Harwell, F. H. Hall.

On the special train which left Chicago Sunday evening there were many of the grain dealers from the East and South. Henry A. Gross, general agent of the passenger department of the Chicago & North Western Ry., made the trip to Omaha with the special to see that everything possible would be done that could make the journey pleasant. W. N. Eckhardt, chairman of the arrangements committee for the Chicago Board of Trade, was also indefatigable in seeing to the comfort of every one throughout the trip. Al Smith, the special custodian of the peace on the floor of the exchange, entertained en route by stories and readings. David Noyes sang some of his good songs, and others contributed to the general pleasure of the trip. Those attending from Chicago included: W. N. Eckhardt, John J. Stream, O. C. White, H. A. Rumsey, E. H. Young, Geo. E. Fuller, E. A. James, A. Gerstenberg, Frank B. Rice, Chief Weighmaster H. A. Foss, H. B. Beatty, Philip W. Seipp, P. S. Goodman, C. F. Osborn, E. G. Cool, G. W. Beaven, J. Nichols, C. W. Austin, T. A. Bryant, E. G. Osman, John E. Bacon, Gardiner B. Van Ness, Jas. W. Gordon, J. E. Brith, H. A. Gross, L. A. Koch, A. R. Becker, L. F. Gates, N. Lederer, Geo. P. Carhart, R. H. Myhrum, A. O. Mason, Ed. F. Cogley, J. Carver Strong, Frank Lukes, Harry G. Smith, J. C. Murray, W. R. Crow, W. E. Eaton, E. H. Stocker, J. M. Adam, George West.

The grain dealers who signed the register included the following: W. C. Brown, Beloit, Kas.; R. T. Green, Long Hills, Ia.; H. B. Ragan, McLouth, Kas.; Chas. Rockwell, Mt. Vernon, N. Y.; H. G. Wolf, Morristown, Ind.; D. F. Reylor, Ashville, Ohio; J. J. Gusenbaugh, Coon Rapids, Ia.; A. L. Cox, Marshalltown, Ia.; O. M. Clark, Cable, Ohio; Frank Gibbons, Dwight, Ill.; J. F. Kroutil, Yukon, Okla.; Clark Brown, Ft. Dodge, Ia.; C. H. Casebeer, Des Moines, Ia.; T. M. Buckridge, Brock, Neb.; Geo. A. Wells, Des Moines, Ia.; W. J. Hollingsworth, Augusta, Ga.; R. G. Calvert, Selma, Ohio; T. A. Morrison, Kokomo, Ind.; Wm. A. Loughry, Monticello, Ind.; L. A. Morrison, Frankfort, Ind.; J. H. Cofer, Norfolk, Va.; M. L. Conky, Frankfort, Ind.; G. F. Munson, Cincinnati, O.; Harry W. Kress, Piqua, O.; W. C. Peterson, Reserve, Kas.; J. E. Thatcher, Las Cruces, N. M.; D. E. Studabaker, Bluffton, Ind.; S. W. Strong, Secy. Illinois Grain Dealers' Association, Urbana, Ill.; W. B. Foresman, Lafayette, Ind.; G. J. Boney, Wilmington, N. C.; H. W. Talbott, Osceola, Ia.; N. S. Beale, Tama, Ia.; Chas. A. Ashbaugh, Frankfort, Ind.; Frank Beggs, Ashland, Ill.; W. H. Hastings, Wichita, Kas.; W. A. Dull, Willshire, O.; A. B. Wilson, Nebraska City, Neb.; Percy C. Church, Des Moines, Ia.; H. A. Stotler, Wenona, Ill.; W. P. Kernan, Cedar Rapids, Ia.; Ed Briggs Pomeroy, Ia.; E. A. Betts, Frankfort, Ind.; F. G. Emmons, Detroit, Mich.; Will E. Cook, Norfolk, Va.; J. T. Sims, Frankfort, Ind.; Frank Kelly, Remington, Ind.; B. F. Turner, Avery, O.; H. W. Ford, Columbus, Ga.; C. W. Wright, Wichita, Kas.; P. H. Harsha, Portsmouth, O.; M. S. Hufford, Frankfort, Ind.; Geo. W. Conrad, Wood River, Neb.; F. O. Hoeman, Pomeroy, Ia.; H. E. Haliday, Cairo, Ill.; J. A. Miles, Scranton, Ia.; C. M. Barlow, Kokomo, Ind.; E. G. Scovill, Friend, Neb.; C. Loughry, Monticello, Ind.; H. J. C. Batcheler, Sharpsville, Ind.; H. S. Grimes, Portsmouth, O.; F. A. Roehl, Waverly, Neb.; Chas. B. Riley, Sec. Indiana Grain Dealers' Association, Indianapolis, Ind.; Harry E. Taylor, Portsmouth, O.; J. W. Channel, Melvin, O.; G. A. McKinney, Sec. Millers' Mutual Fire Ins. Co., Newton, Ill.; A. J. Brannagel, Alton, Ill.; J. J. Mullaney, Sioux City, Ia.; H. I. Baldwin, Decatur, Ill.; W. E. Sheldon, Jackson, Mich.; W. E.

Ward, Des Moines, Ia.; Wm. Wheeler, Melvin, Ill.; M. J. Stoetzel, Roseland, Neb.; A. E. Reynolds, Crawfordville, Ind.; H. E. Gooch, Lincoln, Neb.; W. G. McDougal, Des Moines, Ia.; P. M. Manzer, Sac City, Ia.; Martin Manzer, Sac City, Ia.; E. M. Cassidy, Whiting, Ia.; W. C. Whiting, Whiting, Ia.; J. W. McCord, Sec. Ohio Grain Dealers' Association, Columbus, O.; W. C. Scott, Delphos, O.; E. M. Wayne, Delavan, Ill.; H. Schmitt, Cleveland, O.; Harry Williams, Nashville, Tenn.; E. F. Thompson, Champaign, Ill.; L. G. Cheney, Marshalltown, Ia.; J. M. Jones, Dewey, Ill.; T. D. Kelley, Sioux City, Ia.; E. Stockham, Hastings, Neb.; P. E. Goodrich, Winchester, Ind.; O. H. Schenck, Pawnee, Neb.; N. O. Milburn, Minden, Neb.; C. W. Outhier, Prescott, Ia.;



E. P. PECK.
Toastmaster at Banquet.

Arthur Fraser, Aurelia, Ia.; Wilsey Grain Co., Lincoln, Neb.; J. W. Hutchison, Central City, Neb.; John Dick, California Junction, Ia.; Frank Taylor, Omaha; Max N. Patton, Des Moines, Ia.; O. C. Roberts, Arlington, Neb.; H. C. Moeller, Des Moines, Ia.; Z. H. Doane, Fairfax, S. D.; J. R. Whitney, Carroll, Ia.; D. C. Hauck, Fairbury, Neb.; C. H. Harris, Bartlett, Ia.; R. P. Lindsay, Sidney, Ia.; Geo. P. Bissell, Central City, Neb.; S. E. Squires, Des Moines, Ia.; A. F. Diels, Scribner, Neb.; J. H. Currie, Bradshaw, Neb.; C. B. Seldomridge, Colorado Springs, Colo.; Wm. B. Hughes, Salt Lake City, Utah; E. E. Scott, Denver, Colo.; G. H. Bunton, Atlantic, Ia.; Harry C. Bellstedt, Walnut, Ia.; H. F. Leed, Marysville, Mo.; J. F. Cook, Marysville, Mo.; W. J. Garner, Louisiana, Mo.; F. W. Frost, Hastings, Neb.; F. E. Norstrum, Burnside, Ia.; A. P. Kilmartin, Malvern, Ia.; H. O. Schaaf, David City, Neb.; J. J. Brown, Staplehurst, Neb.; J. A. Smith, Ulysses, Neb.; G. Railsback, Ashland, Neb.; L. G. Spangler, Atlantic, Ia.; E. O. Spielberg, Winslow, Neb.; Chas. D. Jones, Nashville,

Tenn.; J. A. McPherson, Nebraska; W. E. Robbins, Nebraska; E. Cockrell, Jerseyville, Ill.; J. R. Wilson, Pickrell, Neb.; E. Bessemeyer, Jr., Superior, Neb.; G. B. Shall, Clarence, Mo.; Clyde T. Campbell, Atlantic, Ia.; W. F. Westrand, Wakefield, Neb.; A. C. Holmquist, Oakland, Neb.; A. Moorhouse, Glidden, Ia.; J. D. Remcley, Dewese, Ia.; J. R. McGonaghe, Washta, Ia.; P. G. Sukey, Minneapolis, Minn.; A. Koehler, Hastings, Neb.; J. Delaney, Geneva, Neb.; L. F. Ellermeier, Swanton, Neb.; E. A. Twidale, Hastings, Neb.; E. W. Miller, Guthrie Center, Ia.; F. M. Sanger, Norwalk, Conn.; C. L. Knox, Casey, Ia.; Oscar H. Banks, Norwalk, Conn.; B. A. Lockwood, Des Moines, Ia.; J. J. Fitzgerald, Sioux Falls, S. D.; A. A. Roberts, Lincoln, Neb.; W. P. Russell, Milligan, Neb.; J. W. Gilmore, Wilber, Neb.; Van Winkle Grain Co., York, Neb.; J. F. Sprengle, Pueblo, Colo.; W. F. Morgan, Des Moines, Ia.; H. E. Fonda, Geneva, Neb.; W. D. Fonda, St. Edwards, Neb.; W. F. Lawson, Linwood, Neb.; E. E. Anderson, Omaha; J. D. Bower, Dedham, Ia.; J. N. Campbell, Fullerton, Neb.; E. E. Agnew, Fullerton, Neb.; M. A. Wagey, Crete, Neb.; D. F. Brady, Fonda, Ia.; E. L. Brady, Fonda, Ia.; H. O. Hewit, Council Bluffs, Ia.; S. O. O'Kleve, Council Bluffs, Ia.; E. Rothschild, Atlantic, Ia.; C. E. De Puy, Stockbridge, Mich.; H. A. Stockdale, Stockbridge, Ia.; J. C. Whaley, Gainsville, Tex.; G. B. R. Smith, Sherman, Tex.; E. G. Race, Fort Worth, Tex.; W. E. Burbach, Omaha; A. Reynolds, Ellsworth, Ia.; Jas. Gault, Creston, Ia.; Geo. F. Chapman, Sherman, Tex.; Seth Jones, Winnetoon, Neb.; F. H. Wagner, Creighton, Neb.; L. E. Wise, Colon, Neb.; Carl Peterson, Ragan, Neb.; C. S. Reed, Tipton, Ind.; T. S. Laser, Clarksville, Ark.; I. S. Henjum, Hartford, S. D.; W. E. Dull, Murray, Neb.; A. Judson Stites, Philadelphia, Pa.; W. S. Washer, Atchison, Kan.; W. T. Rosecrans, Belmond, Ia.; C. E. Stephenson, Des Moines, Ia.; A. L. West, St. Joseph, Mo.; J. L. Fredericks, St. Joseph, Mo.; A. J. Brunswig, St. Joseph, Mo.; S. T. Rhode, Randolph, Ia.; E. D. Rhode, Randolph, Ia.; G. A. Stibbens, Red Oak, Ia.; C. R. Berry, St. Joseph, Mo.; T. P. Gordon, St. Joseph, Mo.; L. H. Stubbs, St. Joseph, Mo.; R. M. Bacheller, St. Joseph, Mo.; E. Koehler, Buffalo, N. Y.; E. W. Williams, Pickrell, Neb.; Robt. Pearce, Beatrice, Neb.; E. A. Fields, Sioux City, Ia.; Christian & Sherrit, Wiota, Ia.; Lee Lockwood, Des Moines, Ia.; Z. A. Mackay, Denver, Colo.; Geo. E. Hays, Louisville, Ky.; H. D. Moore, Lidderdale, Ia.; E. H. Moreland, Luverne, Minn.; E. G. Taylor, Loup City, Neb.; H. A. Hillmer, Freeport, Ill.; L. E. Highland, Sweetwater, Neb.; Jno. O. Winn, St. Joseph, Mo.; William S. Rowe, Grand Rapids, Mich.; J. W. Cheek, Des Moines, Ia.; Lorenz Dahl, Gretna, Neb.; Will M. Southall, Irwin, Ia.; F. R. Warrick, St. Joseph, Mo.; T. W. Sheldon, Percival, Ia.; Chas. F. Davis, Colon, Neb.; J. A. Gray, Onawa, Ia.; Thos. Simanek, Prague, Neb.; E. J. Wiese, Spencer, Neb.; J. J. Otis, Manning, Ia.; Wm. Krotte, Stuart, Neb.; Henry Niemann, Avoca, Ia.; N. N. Turner, Red Oak, Ia.; T. W. Hutchison, Anderson, Ia.; L. J. Wughill, Lake City, Ia.; Wm. Musterman, St. Joseph, Mo.; E. A. Falconer, Belleville, Kas.; W. J. Sherman, Riverton, Ia.; F. E. Cowden, Riverton, Ia.; J. M. McGreer, Coburg, Ia.; J. R. Huntley, Payne, Ia.; Fred Marquis, Onawa, Ia.; S. C. Keck-



THE START FOR OMAHA FROM THE C. & N. W. DEPOT, CHICAGO.

ler, Louisville, Neb.; E. C. Paulsen, Omaha; J. F. Summers, Malvern, Ia.; G. D. Masenann, Mgr., Avoca, Neb.; L. J. Marquardt, Avoca, Neb.; Frank Kaucher, St. Joseph, Mo.; C. J. Pilener, Tekamah, Neb.; C. M. Linn, Humboldt, Neb.; W. T. Wilson, Waltham, Neb.; James Murray, Lorton, Neb.; James Bell, David City, Neb.; B. T. Dow, Davenport, Ia.; John M. Albens, Earlring, Ia.; Sam Schriver, Defiance, Ia.; W. B. Loeltz, Dedham, Ia.; F. Hackett, Fairfax, Mo.; S. J. Bell, David City, Neb.; J. H. Rogge, Elmwood, Neb.; Ed. Stromer, Alvo, Neb.; E. J. Slater, Fremont, Neb.; C. J. Slater, Lincoln, Neb.; E. H. Miller, Salt Lake, Utah; C. E. Hewyrfuriel, North Bend, Neb.; W. F. Gillispie, Mynard, Neb.; J. E. Olsen, Elmwood, Neb.; J. L. Guyuss, Shenandoah, Ia.; H. D. Clark, Walthill, Neb.; Geo. Armstrong, Clarks, Neb.; T. C. Davey, Hancock, Ia.; E. Lowe, Lincoln, Neb.; J. D. Bardley, St. Joseph, Mo.; R. E. Miller, Salt Lake City, Utah; W. T. Barstow, Lincoln; S. M. Palling, Greenwood, Neb.; H. E. Scott, Council Bluffs, Ia.; F. H. McCarthy, Union, Neb.; Geo. Fisch, Oklahoma City, Okla.; J. W. Wilson, Stromsburg, Neb.; J. J. Ohde, Manning, Ia.; C. M. Replegle, Shenandoah, Ia.

WHAT A FEW OF THE GRAIN MEN THOUGHT OF THE MEETING.

A. E. Reynolds: I think the meeting was a grand success. It is more and more manifest that the Grain Dealers' National Association is one of the best grain organizations in the country.

Jas. L. King, Philadelphia: I was especially gratified at the attendance and the interest taken in the business sessions.

C. C. Miles, Peoria: I think the meeting was a success in every way.

W. M. Bell, Milwaukee: The interests of the legitimate grain trade have been advanced by the meeting. The Omaha people have certainly done themselves proud in entertaining and caring for those in attendance.

C. B. Riley, Indianapolis: I think from the point of attendance it was a splendid meeting. It seemed to be representative in character. Many of the subjects were interesting and handled in an efficient manner.

John Messmore, St. Louis: I was very much gratified at the attendance and the work done. It was one of the best conventions ever held.

W. N. Eckhardt, Chicago: To me it looked like a very interesting meeting, and one the Association could be proud of. It was especially noticeable that the opening attendance was one of the best ever known and that the interest was maintained throughout the meeting.

President E. M. Wayne, Delavan: I think it has been as profitable a meeting as we have held in years. It was especially well attended by both receivers and shippers.

W. C. Goffe, Kansas City: I was more impressed than ever by the importance of the work done by the Association. I think the interest in the Association should be more widespread and more general.

Walter Kirwan, Baltimore: I think the meeting was eminently successful, not alone as far as attendance was concerned, but in interest and plans set on foot to remedy existing evils and provide larger and better facilities for the operations of the trade. There are too few grain men who appreciate the value of the organization. The Association is entitled to the support of the grain trade through the country.

DISCUSSING EXPORT CORN.

An informal meeting of producers and shippers interested in the exportation of corn was held at the Department of Agriculture on October 2 to consider the matter of loss of export corn in transit by getting out of condition. Representatives of all the Atlantic Seaboard ports were present and President Merrill represented the Chicago interests.

The object of the conference, Mr. Merrill said on his return to Chicago, "was to enable the Department of Agriculture to lay before the exporting trade the information derived by the Department in observing the action of more than 15,000,000 bushels of new corn exported last winter. None of it showed more than 16 per cent moisture when loaded and none of it arrived in safe condition except one cargo which was loaded with a temperature in the grain of 32 degrees.

"The moisture content, the acidity percentage, the temperature of the corn and its germinating percentage were all carefully observed at time of loading by a representative of the Government, and a dozen thermometers with electric attachments were buried at different places in the cargo at the time of loading. These thermometers constantly showed the temperature of the corn in the holds which was

recorded twice daily. A representative of the Government was sent with each cargo and remained by it until unloaded. The loss on one cargo, sold at auction for account of whom it might concern, the buyer refusing to receive it, showed a loss of more than \$10,000.

"Corn with 16 per cent moisture went across safely, and it is claimed that any moisture content above this will not be sure of safe arrival; hence the action lately taken by foreign bourses looking toward the requirement of a moisture content certificate by a chemist to be named by the United States Government, showing the grain to be not above that at time of loading.

"In view of this question now being agitated so generally at home," concluded Mr. Merrill, "the question of moisture content in the grading of new corn is one of wide and general interest to the trade."

We are informed from Washington that full and complete details of these experiments will be published in the near future by the Grain Standardization section of the Bureau of Plant Industry.

MYSTERIOUS DISAPPEARANCE.

B. C. Allinger, miller and grain dealer of Quincy, Ohio, disappeared from home September 29. He was a model citizen in every way and there was



B. C. ALLINGER.

nothing to cause him to go away except that his health had not been very good for some time and he had worried somewhat over a water power case in which he was interested. He consulted a lawyer the day he disappeared and nothing unusual was noticed at that time. His friends and acquaintances all attribute his disappearance to aphasia, or temporary loss of memory.

The following description is given of Mr. Allinger: Age 49; height 6 feet; weight 165 pounds; dark blue eyes; black hair, tinged with gray; heavy sandy moustache. Wore dark green suit and overcoat, black stiff hat. Scar on inside of left wrist. Carried lady's small gold watch. Anyone who has information should communicate with his relatives at Quincy, Ohio, or E. L. Foulder, Chief of Police, Bellefontaine, Ohio.

Farmers near Frederick, Okla., who have been blessed with immense crops of milo and kaffir have been compelled to continue their harvest at night, using lanterns for the night shift.

No. 2 white oats sold at Chicago on October 2 on track at 48¼@48½c and some of the track sales were reported at 49c. The prices paid were then the highest on the crop and there was a big demand at the advance.

THE GRAIN INSPECTORS.

The Chief Inspectors National Association convened in Omaha on October 10. There were present at this meeting: W. S. Cowan, Chief Insp. of the State of Illinois; Sam Smith, Chief Deputy Ins. of Chicago, Ill.; Geo. Powell, of Omaha; W. S. Powell, Cairo, Ill.; E. H. Culver, Toledo, O.; Alfred Anderson, Buffalo, N. Y.; Sam D. Thomas, Baltimore, Md.; John O. Foering, Philadelphia, Pa.; Seth Catlin, Boston, Mass.; G. H. K. White, New York, N. Y.; Geo. Munson, Cincinnati, O.; F. W. Eva, Chief Insp. State of Minnesota; F. W. Harrison, Detroit, Mich.; F. B. Tompkins, Peoria, Ill.; J. C. Nunn, Kansas City, Mo.; A. A. Breed, Milwaukee, Wis.; John O. Winn, St. Joseph, Mo.; M. C. Fears, State of Missouri, Kansas City, Mo.

The Association was called to order by their President, E. H. Culver, of Toledo.

A communication was read from some of the exchanges and from the pure food officials of Washington, recommending that the Chief Inspectors make a grade of smutty wheat, and also change the name of purified oats grade to sulphurized oats. Owing to the fact that Muller & Young of Chicago have a case pending before the U. S. Supreme Court on the question of the grade of purified oats, the Chief Inspectors deemed it unwise to make any recommendation to the Grain Dealers' National Association for any change in this grade until after the Supreme Court shall have passed upon the same, as the Seaboard markets objected strenuously to the change to sulphurized oats, claiming that it would interfere with the sale of that kind of oats.

The roll was then called upon the motion to change the grade of Three Corn by making the moisture content 18% instead of 19%. Philadelphia was the market that complained of this grade, wanting to reduce the cob rotten contents and dirt and broken grains; and it was voted on by the Chief Inspectors' Association, and it was the sense of this Association that the grades had withstood all of the scientific tests of the different agricultural departments in the different states of the United States, and that the Rules had been made state laws in five of the Southern States. They have also been adopted as the text book in twenty-two of the colleges of the United States, and that it would be unwise for them to make any recommendation of a change whatever. This was put to a vote, and was passed with only one vote for the change.

The President of the Chief Inspectors made the report to the Promulgation Committee of the National Grain Dealers' Association and they heartily agreed with the Chief Inspectors, and he so reported to the National Association.

The Chief Inspectors' convention then adjourned until 9:30 o'clock the following morning, when they took up and discussed the differences which exist in the inspection of grain between the different markets of the country, and considered a recommendation from the Promulgation Committee which asked for a conference committee to be appointed to listen to any complaints that might arise between any of the markets, or with country shippers during the adjourned season of the National Association, and to be subject to the call of the chairman of the Promulgation Committee of the Grain Dealers' National Association.

There were three inspectors appointed from the West, and three from the East, by the chair: Mr. Scott Cowan of Chicago, Mr. Geo. Powell of Omaha, Mr. Frank Tompkins of Peoria being the Western inspectors. The Eastern Inspectors are Mr. Seth Catlin of Boston, Mr. Geo. White of New York and Mr. John O. Foering of Philadelphia. On motion of Mr. Cowan, a disinterested inspector was elected a member of this committee so as to break any tie that might occur, being Mr. F. W. Eva of Minneapolis.

The election was then held. Mr. E. H. Culver of Toledo, O., was again elected President for the fourth time by a unanimous vote. Mr. Sam D. Thomas of Baltimore was elected Vice President, also by unanimous vote. Mr. Alfred Anderson of

Buffalo was again elected Secretary and Treasurer, also without objection.

The meeting then adjourned until the call of the President.

AN EASTERN VIEW OF THE UNIFORM GRADES.

At a meeting of the uniform grades committee of the Grain Dealers' National Association, held at Omaha on October 10, at which there were also present the members of the Chief Grain Inspectors' National Association, and representatives of various markets, a paper was presented and read by J. H. Cofer, of Norfolk, Va., advocating the reduction of the percentage of cob rotten and dirt in No. 2 and No. 3 corn, and also the reduction of the percentage of moisture in No. 3 corn. He said:

As a member of this committee I desire to make some suggestions which I trust will be adopted. For several years I have been of the opinion that the grading of grain, especially corn and oats, has been entirely too liberal. Some of you may remember at the meeting in Chicago last year, I asked for some changes or modifications, but without success. I am sure a great many of the members at that time felt my position was correct, and now with another year of experience and observation to guide us, I am confident you and they will all admit that we do need considerable improvement.

I said last year and still contend that the present rules are very unfair to the North, East and South—in fact, to all buyers and consumers of grain. Five per cent of cob-rotten corn and 2 per cent of dirt and broken grains is entirely too much for the No. 2 grade, and I think this should be reduced to 2 per cent cob-rotten and 1 per cent of dirt and broken grains; also that the No. 3 grade should be reduced from 10 per cent cob-rotten and 4 per cent dirt, etc., to 4 per cent and 2 per cent respectively.

I say this for the reason that at no time can No. 3 grades of corn be bought at more than 1 to 1½ per cent per bushel discount under No. 2; therefore, the grade should not permit more than the above percentages, and if more is allowed, then there should be a corresponding reduction in price to the buyer. In other words, under present rules, No. 3 corn can contain 14 per cent of cob-rotten corn, dirt, etc., which is equal to 140 bushels of really unmerchantable stuff in a thousand-bushel car. This at 70c per bushel means \$98; whereas in the No. 2 grades we allow 7 per cent or 70 bushels, valued at \$49, showing an actual difference in value between the two grades of nearly 5 cents per bushel; yet the buyer has to pay within 1 to 1½ cents of No. 2 price for the No. 3. I say we should either reduce these percentages materially or the buyer should be given the full benefit when he buys a greater percentage of dirt and rotten corn.

I have had about 20 years' experience in the actual handling of grain, during which time I have seen all sides of the business, especially the grading, for if I had not given that feature my personal attention I perhaps would not be in the business today. I do not hesitate to say there is not a man on this committee who would vote to sustain and continue present rules if he could see these percentages properly mixed; nor is there one who would be willing to buy for his own use, as No. 2 corn, a car of corn containing 50 bushels of cob-rotten and 20 bushels of dirt; and he would be even more reluctant to buy a car with 100 bushels of cob-rotten and 40 bushels of dirt, as No. 3 corn, and get the benefit of only 1c per bushel difference in price. I say this after very careful observation, and I have handled grain from practically every Western market.

It is true, perhaps, that very few shippers take advantage of the maximum percentages allowed, and if they did, it would be absolutely impossible to handle the grain without cleaning every bushel. I have received corn from at least one market in the West this year and when complaint was made they admitted they had not shipped corn in accordance with the Uniform Grades, although they furnished such papers. I have also received corn from other markets, for No. 2, which it was absolutely necessary to clean before anything could be done with it. This corn blew out between 18 and 20 bushels, which is about the full limit of dirt allowable, and I say that no man on this committee would have sent this corn to his trade without cleaning it, regardless of the grade for which it was bought.

It was said by at least one party at the convention last year that if the South wanted recleaned corn they should buy such and be willing to pay for it. My reply to that is that in buying No. 2 corn we are paying for the standard and the best grade. This being true, it should not be necessary for the buyer to reclean such corn, but it should be sufficiently good to go any reasonable trade in its original state.

My contention also is that No. 3 corn should be sufficiently clean to permit of its being handled

without recleaning, unless the buyer is given a greater reduction in price than at the present time; for, as before stated, we are buying twice as much rotten corn and dirt at a reduction in price of only about one-fourth what it should be. There are some shippers who ship good straight grades, without manipulating. Under our present rules any one that wishes to go into a mixing business can do so and undersell the man that is sending out a good grade of stuff and at same time furnish exactly the same papers. This condition results in demoralization, for the simple reason that the man who ships a strictly honest grade has to compete with the fellow that is mixing and who has the privilege of putting in the full percentages allowed under our rules.

So far as I am concerned, I buy the best grain to be had and do not buy from those who do a mixing business; however, it is an injustice to the man I buy from and also to me, when I buy this grade of stuff, to allow the mixer to come along and offer our trade the same grade of grain, so far as papers are concerned, at several cents per bushel under our price. We say our grain is better, but our buyers come back with the statement that the other fellow is offering them No. 2 corn the same as we are, at possibly 2c per bushel under us.

I believe the percentages should be materially reduced in order to force the producer to put his grain in better shape. As it stands now, there is an eagerness on the part of dealers to buy corn early and they frequently accept corn they should not. Then having paid a full price for this grain they cannot, without loss to themselves, put it in proper

I am sure our export business would be on a much better basis today and we would have more of it, if the question of grades had been more closely looked after, and we cannot hope to regain what has been lost in that way, or even to retain what we now have unless we see to it that a good honest grade of grain is given the buyer for his money.

It is my opinion that when the rules of inspection are made more rigid and then enforced that it will make the man who buys from the farmer more careful in that he will make a distinction between good, and poor corn and will buy accordingly instead of as is done at the present time; namely, in paying the same price for the poor corn as he would for the good simply because he is afraid if he does not buy it that his competitor will. Through the present inspection rules, together with the great desire of the buyer to get ahead of his competitor, we are simply encouraging the farmer to reduce the quality of his corn because the more rotten corn, dirt and moisture he can sell the better it is for him, and just so long as a buyer will take such corn from them and then be able to sell it under the present rules of grading there will be no show to get an improved quality of corn. There must be something done to force the grower to put his corn in better shape for this is where the principal trouble lies and I believe it can be done more quickly through raising the standard of grades than any other way.

After considerable discussion the following resolution, offered by Mr. James L. King, of Philadelphia, was unanimously adopted:

"Resolved, That the Chief Grain Inspectors be re-



MUD GRANARIES CONSTRUCTED BY THE KERRI-KERRI IN CENTRAL AFRICA.

shape for market; hence they dump it over on the innocent fellow and he is forced to reclean it which takes all of the profit and frequently more.

In my opinion, gentlemen, we want to put the inspection on a reasonably rigid basis, and until this is done and buyers insist upon getting what they buy, I am afraid there will not be much improvement in the grain business. As I view it, the salvation of this business lies in a decided improvement in the grading and then the enforcing of such rules as may be adopted and I believe it is within the province of our Association to bring about these improvements.

Another very important point which I desire to touch upon is the question of percentage of moisture permitted in No. 3 corn. In addition to the excessive amount of cob-rotten and dirt allowable at a discount of only 1 to 1½ cents per bushel under the No. 2 grade, we are also forced to accept corn with a maximum of 19 per cent moisture, or 3 per cent more than is allowed in No. 2, and still no corresponding reduction in price is given.

I had thought, gentlemen, that it might not be wise to agitate this question now, but leave it to future convention; however, the present basis is so very unjust and out of proportion that something ought to be done without delay, and I therefore suggest that No. 3 corn be revised so as to permit of not more than 18 per cent of moisture. However, if this is not feasible at this time, it is my opinion that the trade in order to protect themselves must insist on a great difference in price when buying No. 3 corn. I contend that this difference should be at least 3 or 4 cents a bushel, based on present grading, instead of 1 to 1½ cents a bushel.

I think the question of improving the grading of oats is also a very important one, but for fear there may be some opposition if we go into too many improvements at one time, it will perhaps be better to postpone this question until our next annual meeting, when I think it should be handled with a view of doing for oats what we are now trying to accomplish for corn.

quested to confer with the representatives from the Uniform Grades Committee to consider the question of reducing the percentage of cob rotten and dirt allowed in No. 2 and No. 3 corn, and the moisture in No. 3 corn."

Pursuant to this resolution, the chief grain inspectors have appointed a committee of seven of their number to meet a like number from the Uniform Grades Committee.

AFRICAN MUD GRANARIES.

In his account of an exploring expedition across Africa from the Niger to the Nile, Lieut. Boyd Alexander gives an interesting account of the hitherto unexplored country of Kerri-Kerri. The inhabitants are a rather superior race, who are good agriculturists, metal workers and who weave fine cloth. In the villages are always found the curious granaries figured in the accompanying illustration. They are constructed of mud and thatched over, and are from 20 to 30 feet high. A six months' supply of grain is always kept in these curious granaries.

New Orleans about the middle of September received a carload of wheat from Greenwood, Mississippi. It graded No. 2 red and was sold for export.

New Orleans in September exported 64,000 bus. of wheat to Continent of Europe and 226,430.16 bus. of corn to Liverpool (25,714.16 bus.) and Latin America.

Barley crop in the three Northwestern states as estimated by the Daily Trade Bulletin is 51,775,000 bu., with a yield of 15.9 bu. per acre. Last year the crop was 54,250,000 bu., the yield per acre being 16.5 bu.

ELEVATOR AND CORN MILL.

The picture herewith is made from a photograph of the premises of the "The New Elevator and Corn Mill," at Edgerton, Kan., owned by W. H. Kelly, successor to the Phenix Roller Mills and Elevator. The plant would hardly be called a model of "high art" in architecture, but for utilitarian purposes it can hardly be beaten in the average Kansas town, one suspects; because Mr. Kelly has not limited his business to the mere handling of grain but has a plant where there is "something doing" pretty much all the time. He is a general dealer and broker in grain and field seeds, and makes a specialty in his elevator of shelling and cleaning grain in transit; he manufactures corn meal and corn chop, Graham and whole wheat flours; and handles flour and feed in wholesale and retail lots.

His elevator is a cribbed structure, built of 2x6's and 2x4's, with bins about 25 ft. deep, the hoppers bins resting on 14-ft. posts, thus giving a good height of ceiling for the working floor and ample room to handle conveniently the swivel spouts from the several bins. There are one drop and one overhead dumps.

The building rests on a solid concrete foundation, making the basement rat-proof, the space covered

the concrete foundation and corrugated galvanized iron siding.

The plant is located on a private track, about 300 ft. from the main line of Santa Fe, the site containing a block of land, part of which is sometimes used for feed lots, and has a large pond of water adjoining.

AMERICAN GRAIN CERTIFICATES IN FRANCE.

"The grain import trade at Havre, acting through the Chamber of Commerce, decided on August 22 to adhere to the general European action following the vote of the European International Committee on American Grain Certificates in the direction of a new form of contract for grain shipments from the United States," says Consul James E. Dunning, Havre. "The following is communicated to the consulate as a result of the action of the Chamber:

"Conforming to the vote of the European International Committee on American Grain Certificates, there will be established at the beginning of November a new contract which will be applied to the next season's traffic in American grain, upon the basis of a degree of humidity not exceeding 16 per cent for No. 2 or "sail grade" grain at the time of

into the port of Havre during 1910 from all countries, of which only about 20,000,000 bushels came from the United States. This, of course, was an unusually heavy year. Argentina has gotten a very large share of the French grain trade in recent years, and no complaint is now being made against the methods obtaining there."

AGRICULTURAL RESOURCES OF ARGENTINA.

The total area of the Argentine Republic is 729,280,000 acres, and, says Mr. Herbert Gibson in *The Journal of the Board of Agriculture*, of this area the returns show that 40 per cent is at the present time under one or another form of rural exploitation, including that of live-stock breeding upon natural grass lands. Wheat lands cover 11,989,592 acres.

The greatest area of land under cultivation lies between the rainfall curves of 24 ins. and 32 ins. annually, and may be broadly described as a belt varying in width from 250 to 90 miles, and of a total length of 600 miles. It extends from the 28th to the 38th degree of latitude S., and westerly from the seaboard of the Atlantic to the 65th meridian W. The area within this belt available for the cultivation of cereals, may be estimated, very roughly, at 60 million acres. To the west of the curve of 24 ins. of annual rainfall, lying between that and the curve of 18 ins. of rainfall, is a belt of an average width of 100 to 120 miles and stretching from the 40th to the 28th degree of latitude S., in a N.W. to S. E. direction. The soil of this drier belt, though lighter than that to the east of it, is also available for the cultivation of cereals, and the area may be estimated at 30 million acres. West and south of the curve of 18 ins. the rainfall becomes less, and cultivation—except by irrigation—offers little encouragement to the colonist. East of the curve of 32 ins. of rainfall lie the alluvial soils of the River Plate and its tributaries, including the Provinces of Entre Rios and Corrientes, and the major part of the Province of Santa Fe, and here the rainfall increases up to 40 ins. per annum. Described broadly, therefore, the agricultural zone of the Argentine Republic stretches from the Atlantic seaboard in the east to 67th meridian west, and from the 28th to the 40th degree of latitude S., and is represented, very roughly, by an area of 120 million acres.

An estimate of the total acreage within this area available for wheat-growing can be at best but conjectural. It excludes zones where, notwithstanding the scant rainfall, irrigation can be called to the aid of the agriculturist; as, for example, in the Chubut Valley (lat. 43 degs. S.), where a hardy colony of Welshmen, toiling in a remote and ungenerous region, have made fertile a barren and arid soil—a lasting monument to the restless energy of the Celt. It includes zones where local conditions favor other branches of agriculture, or where the excellence of the permanent pasture keeps the plough from the land. It is, indeed, almost superfluous to say that wherever wheat can be grown it does not necessarily follow that it will be grown, or will be grown continuously. Although the cultivation of wheat has naturally followed the line of least resistance, and has been introduced to the zones where the soil, climate, and transport facilities combined to offer the most favorable conditions for its practice, the increase of the wheat area in Argentina depends upon the increase of the rural population and on the construction of more railways. It is by these, and not by any limitation, so-called, of the available wheat area that the augmentation of the wheat production of the Republic is to be measured. It would be as conjectural to state that when 30 million acres are under wheat in that country the available area had been fully occupied, as it was conjectural 10 years ago to place the limit of that available area at 15 million acres.

The average yield of wheat in Argentina is 800 kilogrammes per hectare, or say 11.3 bushels per acre. Apart from the large area of land available for wheat and not yet put under cultivation, the question not unnaturally arises whether the in-



THE NEW ELEVATOR AND CORN MILL OF W. H. KELLY, EDGERTON, KAN.

being 30x36 ft., and the walls 36 inches thick. In the pit (10x36 ft. in size) are two cast iron boots for the grain elevator legs and also the boots for the feed and meal elevators. As the basement space on all sides of the pit is seven feet wide, and the floor concreted, there is plenty of room to get all around the dumps without inconvenience. The sheller also is located in the pit, and has a drag-chain conveyor. The arrangements works well for unloading either shelled or ear corn from wagons or cars and enables the house to handle transit grain to great advantage as well as the local stuff always going through the elevator.

The other machinery equipment is about as follows.

On the first floor are one two-pair-high, 9x24-in. Nordyke & Marmon Roller Feed and Meal Mill and two lines of 2 7/16 in. shafting, in self-oiling bearings, or, rather, wick-oiling bearings, from which shafting is driven, with rope drive, the line of shafting on the top floor and the sheller and drag in the pit, as well as the roller mill on the working floor. This floor has besides ample room for the storage of feed and seeds.

An Allis Hexagon Reel for meal and whole wheat flour and a 1,000-bu. Avery Automatic Scale, are located on the distributing floor, while the cleaning machinery and shafting to drive it, including the elevators, are located on the top floor.

A 25-horsepower Witte Gas Engine is located in the attached 14x16 ft. engine room; the foundation, or engine bed, is of solid concrete, and the engine room has concrete foundation and floor. Natural gas is used for fuel.

The whole building is rat-proof on account of

shipment, that degree being certified by a chemist named by the Government of the United States and obtained by means of a sample taken before shipment.

"While there has been more or less constant complaint against the quality of American grain shipped to Havre, and especially in heavy seasons like that of 1910 when the native crop failed, the French importers are only following the lead in this matter of the London Corn Trade Association. As was recently pointed out in a report by Consul General Skinner at Hamburg, the London Association is used as a protective device by practically the whole European trade.

"The situation at Havre in grain is much as it is in cotton and wool, on account of the general charge that American exporters in such lines do not hold scrupulously to the contract demands for quality. This charge is not entirely sustained, a great many buyers in some lines of raw materials being over-anxious to speculate on the market and being simply the victims of second-class connections who offer prices that responsible firms can not give. Still there appears to be some ground for genuine complaint.

The principal importer of grain at Havre informs the consulate that during the heavy shipments of 1910 one entire cargo was received from the United States in a condition of moisture and fermentation equivalent to total loss.

"The consulate believes that this is another good opportunity to establish at Havre an American agency for arbitrating on claims of this character in behalf of the American shippers.

"About 80,000,000 bushels of grain were imported

tensiveness of the production is not likely to increase. Perhaps it may be conceded that, apart from the ravages of locusts and other accidental causes contributing to diminish the average return from so extensive an area, the rapid change from mild spring to the hot suns of early summer, and the quickness with which the cereals ripen, may affect the yield as compared to the slower growth of the English climate. How far climatic conditions may permanently affect the wheat return has scarcely yet been determined by Argentine experience; but the cause of the comparatively small yield per acre may be more rightly attributed to the insufficient cultivation and the rude husbandry in a field where the laborers are still few and unskilled. In England, in the 14th century, the wheat return varied from 8 to 12 bushels per acre, and even in the 16th century, when husbandry had improved and lands were dressed, the return is stated by Harrison, a contemporary writer, to have been from 16 to 20 bushels. What experience and science have done for England they can do for other countries. As the rural population in Argentina increases and the land rises in value more intelligent cultivation will obtain, and the result will be a heavier return from the soil. The improvement in that yield is more likely to come by way of cultivation, of conservation of the soil moisture, and of selection of seeds than by the use of fertilizers.

Working in a new field, and without many texts in the Spanish language to assist them, the Argentines have turned to more experienced countries to investigate the educational systems most suitable to their own requirements. In this respect the United States have exhibited a foresight that might with advantage be followed by other countries interested in the promotion of their commercial relations with Argentina. Facilities have been afforded by the United States for Argentine students to enter their agricultural colleges and pursue their studies there. This friendly and wise provision will have a sure recompense. Argentine students educated in the United States, whether they return to their own country to practise agriculture or to teach its science there, will have their ideas founded on American methods and practice, and will be familiar with American industrial appliances. With or without intention, and however remote from such material aims the hospitable policy of the United States may have been, they will be largely the commercial agents of United States industry and assist to promote the trade interests of that country.

It is somewhat remarkable that the United Kingdom, with 33 universities and colleges connected with agricultural education, with numerous institutions for scientific research and experimental work, with a record not only in the practice but in the precepts of agricultural science entitling it to rank at any rate equal to other civilized countries, should be so modest of its own achievements that little news of them is allowed to travel abroad. It is currently believed in Argentina that the British, so successful as practical stock-breeders and agriculturists, concern themselves little about the sciences in whose application they are engaged; a state of affairs which, were it true, would be indeed singular.

MONA LISA CATCHES GRAIN SMUGGLERS.

Customs officials watching for the portrait of Mona Lisa, recently stolen from the gallery of the Louvre, in Paris, have discovered an extensive grain smuggling scheme in North Dakota. Walter Jackson, a wheat buyer for the Atlantic Grain Co., and A. J. Magnie, a farmer, were arrested and bound over to the federal grand jury. One of them is said to have confessed.

The Federal officials say that the scheme is an extensive one, involving many American and Canadian farmers, and has been in operation for over a year. Barley seems to have been the chief article smuggled, for in barley there is a gain of forty cents a bushel, if gotten through. It is said that the Canadian farmer brought the grain across the line to an American farmer, and the American sold

it to the grain dealer, and the profits were divided among the three.

U. S. Customs Agent George W. Foulkes, who made the discovery, is said to have obtained confession from a dozen or more farmers on both sides of the line.

[For the "American Elevator and Grain Trade."] CONCERNING CATS AND RATS.

BY L. C. BREED.

"Do you see that little dog?" asked Edward VII. of someone standing near him. "Well, I think more of him than of anything else I possess." A few days since, a wealthy and prominent Philadelphian, who was temporarily sojourning at a Northern resort, received a telegram saying that his cat had died, and he was seen to weep at the news.

I think I hear some of the readers of "American Elevator and Grain Trade" remarking, "What has this to do with the grain trade?" The writer will now proceed "to show" both those who live in Missouri and the remaining states as well.

I have been doing a little figuring and as the re-



"TEDDY."

sults, I estimate that it costs a grain dealer around \$5 a year for each rat that he support. To this expense should be added the damage which it does to buildings, sacks and also to furniture, samples and business documents. The rascals will eat almost anything, even soap. When you come to multiply the loss incurred through one rodent by, say, fifty, it begins to be serious. This is where the cat comes in; and while it is true, a cat must be fed, the expense of it is small.

A handsome cat is ornamental as well as useful; and there are times when his company adds to the cheer of an office and prevents one from feeling lonesome! Visitors to Paris remark upon the fad of the great banking houses whose proprietors in many instances are given to keeping pet cats in their offices.

The first cost of a cat is small. Mine cost me 25c and I have been offered \$25 for him—an advance of over one thousand per cent, which shows that cats may also be good investments. If you happen to get hold of a cat in his class he will afford amusement to your customers, and while the traveling salesman is awaiting his opportunity for catching you ear, your cat will entertain him to the best of his ability.

A cat like everything else should show his "keep." Seeing one day a lean and dirty feline meandering about the "floor" of the Merchants' Exchange in St. Louis, I remarked to one of the directors that I thought the animal was hardly in keeping with the million dollar building! I afterwards asked the

janitor how many cats the Exchange employed looking after rats and mice, and he named forty-seven as the figure.

EGYPTIAN WHEAT, SO CALLED.

The early reports in 1910 of an enormous crop of the so called "Egyptian" wheat were subsequently corroborated, says the Austin correspondent of the Boston Transcript, by the Texas State Department of Agriculture, whose agent made an examination of the crop in the lower valley of the Rio Grande, and it was his estimate that the average yield of the grain per acre for that year would be 280 bushels, or probably more.

This yield was obtained from three cuttings of the grain. Each of the first two cuttings yielded an average of approximately 100 bushels per acre, and the third crop at least eighty bushels per acre.

This grain bears very little resemblance to the ordinary wheat. The Egyptian wheat resembles Kaffir corn, milo maize and sorghum cane in the general appearance of its head. The grain is small and light of color. It is said to contain much greater nutriment than the other grains which it resembles. The stalk of the Egyptian wheat is small and delicate. Its foliage is specially suited for fodder. In Russia the grain is ground into flour and is a bread meal for the poorer classes.

Egyptian wheat has proved a profitable crop in many sections of the semi-arid regions of the Southwest for several years, but it was not until last year that the experiment was tried of raising the grain in the lower valley of the Rio Grande in Texas by means of irrigation. Several fields of the wheat, each embracing several acres, were planted in the vicinity of Mercedes, Donna, and Lyford, and also near Kingsville, in the upper Gulf Coast region. The seed was planted in March, and the first cutting was done the latter part of May and the first of June. The stubble was given good irrigation, and a new growth of the wheat immediately sprang up. This crop was equal to the first one. It was harvested the latter part of August and the early part of September. The same stubble then produced another crop that was cut early in December and the new growth from the stubble then afforded excellent winter pasturage for live stock.

Another remarkable feature of this crop is the large yield of forage which each cutting produces. Last year from two or three tons of fodder were obtained off of each acre after the heavy loads of grain had been cut from the stalks. This yield of two to three tons was from each cutting, making a total yield of six to nine tons of fodder per acre for the nine months.

"The slender stalks and foliage of this wheat rank superior to Kaffir corn, milo maize or sorghum," Professor Mally says. "The forage is an ideal feed for live stock. The heads are from twelve to eighteen inches long. Each head is literally loaded down with plump, light-colored grains. The stalk grows to a height of eight to ten feet. I walked through fields of it which hid me completely from sight."

Hog raisers and stock farmers generally are greatly interested in the results. It is claimed that the grain is specially adapted for fattening hogs, and that one bushel is almost equal in nutritive qualities to one bushel of corn. The large crop and the fact that the grain has wonderful fattening properties for hogs and other live stock makes the hog-raising proposition unusually attractive for that region and opens up a new avenue of greater profit to the stock farmer. Cholera and other hog diseases are unknown in the valley territory.

The grain commands a good price for feed. It is also in great demand as a poultry feed. It is believed that a very large market for the grain can be quickly established in Mexico where it can be made to take the place, to a large extent, of corn which is now the principal food product of the poorer class of Mexicans. Experiments are being made in the manufacture of flour from the grain with the view of placing the product on the market in Mexico. While the bread that is made from this flour is coarse, it is rich in nutriment, and Mexicans of the lower Rio Grande valley are using the wheat in place of corn in making coarse bread and cakes.

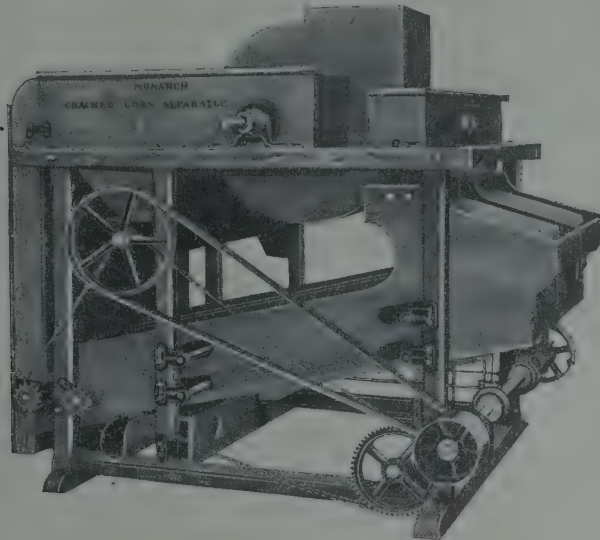
The cost of growing a crop of Egyptian wheat is comparatively small. After the land has been prepared in March the farmers gave the ground a thorough irrigation just prior to planting the seed. Other growers did not put the water upon the land until after seed had been planted.

The growing of Egyptian wheat in other parts of Texas is urged by Professor Mally. He says that, although it is essentially a dry land crop, yielding 50 to 60 bushels per acre per annum when grown by dry land farming methods, it produces a much larger yield when it is grown by means of irrigation.

CRACKED CORN SEPARATOR.

Poultry farming, when conducted on a respectable scale, has been reduced almost to an exact science, and especially has the art of feeding developed to a degree giving some surprising results. Corn has always been a staple feed for poultry—first, fed in whole kernels; then, as cracked corn, with the bran and meal as a part of the same ration; but now the authorities all declare that the best results with cracked corn are obtainable only when the cracked grain is thoroughly clean and made free from hulls and meal.

So extensive is the poultry business that these facts have created a demand for a machine to quickly, well and cheaply clean cracked corn to make it conform to the ideas of the best posted poultry experts; and this machine is the Monarch Cracked Corn Separator shown in the accompany-



CRACKED CORN SEPARATOR.

ing picture, which will be found a profitable machine for any elevator, mill or feed dealer to use who has any trade with poultry growers of his neighborhood, as it is a great trade getter.

In operation, the cracked grain goes into the head of the machine, a positive feed distributing it over the full width of the sieves, which scalp off the coarsest product. This allows the balance of the product to drop on finer sieves where the flour products are removed and spouted to one side. The rest of the second and third product is then discharged into an air leg and given a thorough aspiration, all the chaff, skins and dust being removed and delivered to the other side of the machine. At this point the by-products may be mixed either with the fine meal for feed, or the two products (i. e., second and third separations) can be kept separate and distinct. The coarse grade of cracked corn is delivered from the machine at the bottom of the air trunk and the finer grade at the side of the machine. Thus the machine makes four distinct separations.

The sieve case is divided; and having a compound shake is self-balancing; there is an automatic brush cloth cleaner under the sieves, to maintain full capacity all the time. This arrangement of the sieves and the fact that the cloths are absolutely clean at all times, together with the thorough aspiration the stock receives, justify the manufacturers' claim that this machine will make the closest and cleanest separations and with the highest degree of economy.

Three sizes are made; and full information will be sent on application by the manufacturers, Sprout, Waldron & Co., Muncy, Pa.

The value of wheat imported by Greece in 1909 is estimated at \$6,000,000, of which 85 per cent was supplied by Russia, 10 per cent by Bulgaria, and 5 per cent by the United States. In 1910 the crops were seriously damaged by rain, the result being that about \$8,000,000 worth of wheat was imported from the Black Sea countries. It is believed, how-

ever, that the protection which will be afforded the wheat producing districts of Greece by a higher tariff to be imposed by the new Ministry of Agriculture and Commerce will render the country less dependent upon foreign markets for its wheat supply. American wheat only finds its way into this country when the prices of Russian wheat are unusually high. At one time the mills in Greece were all equipped with burr stones, rendering the use of hard Russian wheat indispensable, but now the principal mills are equipped with modern grinding machinery, permitting of the use of soft as well as hard wheat.

INSPECTION MATTERS.

Detroit reports the new spring wheat arriving is grading very low—some days as little as only 10% of the arrivals being fit for milling purposes.

The Fort Worth Board of Trade has revised its grading rules to make them conform to the Uniform Grade Rules of the National Association.

The Supreme Court's commissioner in the grain inspection litigation now going on in Kansas has been taking testimony in various parts of the state. Grain dealers have been testifying that the new "weedy wheat" order, throwing wheat containing 1/2% of weed seeds into the three grade, no matter what its other qualities, is particularly objectionable.

Idaho's Grain Commission has made the grain grading rules of that body conform substantially to the Washington requirements and conditions, most of Idaho's grain moving in interstate trade going to the Pacific Coast.

The new kiln dried corn rule at Little Rock, Ark., provides that, "Kiln dried corn shall take the same grading as natural corn, except that it shall be inspected as kiln dried and so noted on certificate of inspection."

BROOM CORN VERY HIGH.

Although Wichita, the new broom corn autocrat, quotes brush "way up in G," for really exalted prices one must come back to old Illinois, where the brush with the gilded trimmings is still grown, however true it may be that for the moment at least "the scepter has passed" to the Southwest. In Wichita, said a local buyer to a press reporter, "we call the present broom corn market a 'runaway market,' and there is no telling what the outcome will be, because conditions in broom corn circles are very exciting. One buyer will offer a grower \$110 a ton for the brush in the rick. Another buyer will close a contract with a neighboring grower for his corn in the field or stack for \$125 a ton. Then the second grower will tell the first grower about the offer of \$125, and the first man will refuse to sell. As a result growers refuse to sell their broom corn until it is baled, when they will get from \$150 to \$175 for the choice pea green hurl. It is one thing to contract in rick and field for broom corn and another thing to get delivery of what is con-

tracted. Within a few hours after a buyer has contracted for brush in the rick, a heavy rain may fall, damaging the fiber. Good to choice product is now worth from \$100 to \$175 a ton and the common grades are bringing from \$75 to \$100 a ton."

Nearly a fortnight before this brush at Mattoon was selling at \$160 per ton and other growers expecting to get \$200 before the season shall come to an end.

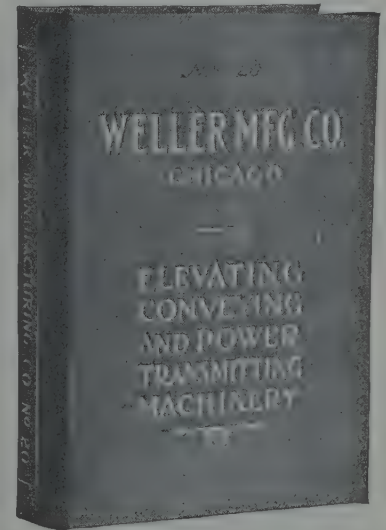
During the past two years Louisiana planters have been trying out broom corn on the reclaimed lands of the Gulf littoral quite successfully. The crop was made in the parishes of Lafourche and Terrebonne in a tentative way and the quality of the first brush grown was so good that during the past season a planter at Raceland Prairie grew 100 acres that averaged 1,500 lbs. of long straws, pea green color, that brought an offer of \$120 per ton. The planter had an Illinois broom corn man superintend the making of the crop.

NEW CATALOG OF WELLER MFG. CO. NOW READY FOR DISTRIBUTION.

What may be classified as a text-book on elevating, conveying and power-transmitting machinery is the latest catalog of the Weller Mfg. Co., a copy of which we have just received. This is claimed to be one of the most complete books ever published on this class of machinery, and this fact seems substantiated by the book itself. No fewer than 575 pages are contained in this encyclopædia of Weller-made products.

The appearance of the catalogue is very fine, being bound in blue cloth covers with the lettering in white. It measures 6 1/2 by 9 1/2 and is 1 1/4 inches thick. The size makes it convenient for easy reference and takes up but little room on the desk.

One is struck by the thoroughness and completeness in describing the various specialties and the excellence of the illustrations. The descriptions are no more technical than is necessary and are ar-



WELLER MFG CO.'S NEW CATALOG.

ranged so as to be readily understood. The increasing use of this class of machinery in elevators and mills is too well known to need comment, but we advise every owner, manager or superintendent to write for a copy of this new catalog, which is sent free upon request.

Passing the line by a unit, Minneapolis recorded the second thousand-car wheat receipts of the season, with 1,001 cars in the railroad yards when the inspection department started work on Oct. 2. On Oct. 25 there were 1,061 cars in the yards; on still another day 1,711 cars.

The strike of shop men on the Illinois Central R. R. may not immediately affect the movement of grain in this district, but if it brings a long fight between the railroads and their employees, it will probably mean considerable difficulty in handling traffic and eventually involve other districts; therefore the development of further trouble should be closely watched.—Pape & Eckhardt Company.



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This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, OCTOBER 15, 1911.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

PRIVATE ARBITRATIONS.

The National convention debate on private arbitration contained some curious suggestions, more especially those advanced, if we remember rightly, by Mr. Reilly, the very competent secretary of the Indiana Association. His remarks remind one of the lawyer's intense deference to "precedent," than which no heavier burden is laid on the legal system of our country. The object of the courts is to settle personal disputes; but the very inertia of the courts, due in large part to the lawyer's reverence for precedent and technicality, is what has driven grain men into arbitration. But the object of the latter being the same,—the settlement of differences inexpensively and speedily,—there can be, logically speaking, no more objection to private arbitrations with that end in view than to the use of association arbitration committees in place of the courts; and it is as difficult to see how a bad or objectionable precedent can be established in the trade by private arbitration as that one could be established, legally speaking, by a settlement of a suit at law out of court. The courts never object to such settlements, never inquire whether in making them the parties have followed the rules of law; and they never set aside a decree to which both parties to the issue agree. Neither should an association of business men interfere with private settlements, however "irregular" (according to the Trade Rules) the formalities which affect the settlement desired by both parties. As the police are employed only to make the abnormal keep the peace, so too the rules of law and the trade rules of commerce are made applicable only when the parties will not come to an agreement in other ways. Therefore in substituting

arbitration for the delays and uncertainties of the law, there will be no gain if it is found at last that arbitration has merely resumed in whatever guise the impeding harness of legal offenses of which arbitration seeks to and has for the moment divested itself.

THE NATIONAL CONVENTION.

The proceedings of the National Association Convention at Omaha were quite without sensational features of the convention's own making; but a clause in President Wayne's address, altogether innocuous, considered in connection with the remainder of the sentence, happening to fall into the eager ear of a World-Herald reporter, sadly in need of a "lead" for a sensational side to the event, inspired "the cub" with the idea he was in search of. The upshot of the matter was his heedless declaration that the Association favored National inspection of grain. Now, not even Mr. Wayne favors that idea, except under certain conditions that may have formerly subsisted in a more or less aggravated form, but which, so far as the trade itself is concerned, are now very rapidly disappearing and becoming more and more remote; much less than even Mr. Wayne has the Association entertained any such thought. The World-Herald's misrepresentation, therefore, tended to create an outside impression that the convention itself felt necessary to correct as wholly erroneous, and did so by resolution, leaving it thereafter to the World-Herald and its cotemporary, The Bee, to themselves thrash out the incident in the manner peculiar to the country press who still entertain the notion that their rivals, or cotemporaries, are hopelessly wicked or imbecile.

Otherwise the meeting was a veritable reassembling of old friends and neighbors—a most enjoyable function to the perfection of whose details the thoughtful management and generous hospitality of Omaha's grain men and fellow business men under the leadership of Mr. N. B. Updike contributed in overflowing measure.

AN ENTHUSIAST.

One cannot but feel the magnetism of an address like that of Mr. Howard H. Gross at Omaha. When one considers that one-third of the industrial class in the larger cities of our country never have quite enough nourishing food to eat and that you never can civilize or raise the moral condition of a man until he ceases to have as his sole concern how to get bread and butter, one can almost put himself in Mr. Gross's shoes, or, at least, feel with him that something must be done to elevate the industrial class by ensuring them, first of all, good and cheap food. Fortunately, the modern economist has left behind him Ricardo's fallacious law (as he called it) of "diminishing returns from land in proportion to labor." Nothing in the world's history goes to indicate that there is any arbitrary limitation to the productiveness of the earth, when once it is brought under subjection to the mind of man. And Mr. Gross's plan aims to bring mind and soil together—to reduce farming to a science universally applied to the art of the agriculturist. If Mr. Gross's plan is worked out, it might

probably demonstrate as never before the late Edward Atkinson's perhaps paradoxical doctrine, pronounced as long ago as 1889, that "consumption, not production, is limited"—if either is naturally limited.

Even at this moment, which appears so threatening to Mr. Gross, the question is not so much one of production, as one of distribution. This country produces enough for its own people—enough to lift all above the stress for mere food; but for various causes the production is unequally and often inequitably distributed. A nation at peace, that spends 750 millions a year on war account must expect to see some of its poor suffer for want of food. A people as wasteful as Americans notoriously are and have been, must needs see some of its poor suffer for want of food and decent lodging. A people who so confuse their commercial policy as to make a fetish of production and a "goat" of consumption will certainly see its poor underfed.

Mr. Gross in his address considered only the lesser part of the problem. Our people need greater food production, indeed; but more keenly than that they need to have it borne in upon them that the far greater problem is this, "How shall this increased production tend to the common enjoyment and common wealth of the rich and poor alike?"

LIABILITY FOR LOSSES IN TRANSIT.

In following the discussions on claims in the trade meetings and in the editorials of the trade press, one is impressed with the thought that there is a good deal of indirection about it all, and therefore a good deal of wasted effort. Any doubt of the legal liability of the railways for failure to safely deliver all the commodities entrusted to them as carriers may as well be dismissed. No legal principle is more firmly established, both by the common law and by statute. In no state of the Union would it be possible to find a statute book without a law holding carriers liable to shippers for loss and damage to goods in transit.

The stumbling block in the way of claimants is not in the least the question of liability, but how to collect the loss without its costing more to do it than a judgment might amount to. Railroad men realize fully their position; they never demur to paying losses when they are certain the loss can be legally established or that the claimant will fight for his rights. All this anxiety of the railways to justify a deduction for "natural shrinkage," to verify shippers' scales and the other subterfuges, is but a device to muddle the shippers and to avoid their liability, in whole or part. Very naturally they want all possible devices to protect themselves but just as naturally they want their protection at the shippers' expense when they can get it. If, however, their agents accept shippers' weights and issue Bs/L certifying those weights to be correct, they are estopped from thereafter questioning their own act. Friction, however, might be removed by mutual verification of a shipper's scales, if the carrier desires to accept his facilities for weighing and to avoid the expense of maintaining its own scales.

The question, then, comes back at last, and always will, to the sole matter of the shipper's ability to prove his loss; and he having done so,

it is improbable that any excuse by the carriers of any nature whatsoever, save only the "act of God" or of the Government, or its enemies, can relieve them of liability for a loss. The laws might perhaps be changed to force more speedy adjustments and payment of claims; but it is highly improbable the law will ever relieve a claimant of one iota of his duty to establish his claim nor will it compell the defendant to furnish any testimony on behalf of a claimant. In this matter, as in many others, "the gods help them who help themselves."

APROPOS FORGERY.

It is perhaps true, as the cotton shippers at New Orleans say, that there is really no need on their part as shippers to take precautions against forged bills of lading. Parties who are asked to advance money on documents can as readily find out before doing so whether the bills offered as collateral for loans are genuine as afterwards. The Denver buyers of Roy V. Smith's wheat purported to have been shipped from Brigham City have only to thank their haste and eager desire to get the goods for a loss they might have avoided by enquiry before signing checks for good money. The ease with which a man wearing decent clothes can acquire unmerited credit almost anywhere is a constant surprise, even to honest men who have themselves asked for it. A Western grain man got into the big banks of several cities a few years ago for several hundred thousand dollars by false bills, simply because not one of the bankers dreamed of asking any one whether his bills were genuine, until a "sro-per" bank clerk in New York developed gumption enough to do so—then there was a smash!

Nevertheless one can hardly see the point of the New Orleans shippers' objection to the so-called "validation" plan, if, as it appears in the cotton trade it will, it would increase the mobility of such forms of commercial paper. The order bill of lading is an absolute essential to the conduct of a tremendous volume of our commerce and trade; and it would seem the part of progressive and enterprising merchants to make "validation," or any other method of the guaranteeing the integrity of commercial documents, as rapid, automatic and as certain as it is possible to do. There are so many handicaps to our own international commerce now that any device to remove even one of them ought to be welcomed rather than impeded.

BUYING BY THE CWT.

During the course of a decade this paper has so frequently animadverted that the principle recently approved by the grain dealers at Lima, of buying grain by the hundredweight instead of the bushel, is a mistake that the writer hesitates to repeat the criticism; and he probably would not do so at this time were he not encouraged to it by the fact that during the past ten years his arguments seem at last to have converted at least one vigorous sometime proponent of the principle, the editor of our yellow contemporary, who in an editorial on this Lima action has adopted as sound one of the arguments this paper has from time to time urged against it; that is to say, the very material one that the enlargement of the buying unit from a

56-lb. bushel to a 100-lb. cwt. would mean "voluntarily reducing the margin of profit. Should," he says, "the grain dealers of the country buy and sell by the hundredweight, it would not be long until they were [would be] handling each hundredweight on about the same margin of profit as they are today handling a bushel."

But there is another and perhaps more serious objection, to wit, that buying by the hundredweight (which these Ohio-Indiana dealers proposed to do after January 1) is an attempt to overturn an old and familiar standard and to introduce a new one with which farmers are quite unfamiliar and which is in use nowhere else in the world (save to a very limited extent by San Francisco exporters). The farmer will see grain quoted by the bushel at Chicago or elsewhere, as he has all his life; when asked to sell by the hundredweight he will not be able to tell offhand and automatically whether the price offered is proportionally the same as for a 56-lb. bushel, and he doesn't like the complicated figuring necessary to find out. His suspicions are at once aroused, therefore; and one can see how easy it might be for a scooper (who infests that very district) to use this fact to permanently injure a perfectly honest and well-intentioned competitor, the regular dealer, among a very considerable proportion of his farmer patrons.

Arbitrary invasions of old-time customs of trade are always attended with serious friction, which is doubly great when the conservative and sometimes dull farmer is involved; and such changes are therefore always undesirable.

THE THREE OR BETTER RESOLUTION.

The adoption by the National convention of a "flat grades" resolution will be appreciated by country shippers everywhere. The principle, or its equivalent, of a premium for No. 2 delivered on a "3 contract," has been talked over many times by the state associations; but this is perhaps the only time the matter has come before the National Association in a direct way.

In practice, one is inclined to think that flat grades bidding would have a wholesome influence, because, among other things, it would be a stimulus to dealers to discriminate in their own purchases, something they do not now do. Their doing so would speedily reflect itself upon the character of the grain coming from the farms, which now is handled without any real care by the farmer, simply because there is no money to him in laboriously making the distinctions called for by the descriptions of the 2 and 3 grades.

The present system of bidding, therefore, not only gives the bidder the advantage of the No. 2 stuff delivered as "3," which has a distinctly greater value than the "3," but for which the buyer makes no compensation whatever, either to dealer or grower. Furthermore, it encourages the inevitable economic waste involved in mixing on the farms all the grains grown in the country, for reasons above stated, a condition that is doubly wasteful, because when the mixture comes to the market to be sent to the final consumer, the grain must be conditioned for use. This latter expense could be very largely eliminated, or to a considerable degree obviated, if the mixture had never taken place at all.

It will, however, be the duty of shippers to follow up the resolution by such action as will result in something concrete; in other words, in the reduction of the resolution itself to the daily practice of bids for flat grades.

FAIR PLAY.

The President in one of his circumambulatory addresses entered a plea for fair play with the railroads—he deprecated, to use the vernacular, "the everlasting knocking of the railroads." The speech made a good impression on "business men," as the newspapers call those men who never do any shipping and have nothing to do with railroads except to ride in the parlor cars nor meet railroad men below the rank of first vice-president. But about that same time the railroads undertook to settle once for all, after many years, the celebrated "Jennison case" by making a flour rate, lake-and-rail, Minneapolis to New York, of 21½c, effective October 5. The rate being favorable, Minneapolis millers made heavy contracts on that basis—estimated at more than a million bushels of flour and feed through brokers alone. Then, six days before the rate became effective, it was withdrawn without warning and the trade left hanging in the air.

This is hardly a proceeding to encourage the spirit of fair play. Any and all objections that might be made to the proposed rate could have been anticipated before the rate was announced. Why, then, announce it at all, seeing that it could also have been anticipated that the doing so would encourage the making of contracts on the basis of the proposed rate and force shippers into a loss? Railroad men sometimes think they are the only really abused folk going because people will not be "fair" with them. They ought to change their minds.

THE YOUNG MEN.

One of the old, tried and true men of the grain trade of Chicago recently called the attention of the writer to the young men of the trade and their apparent indisposition to assume the responsibilities of the betterment of the business as a part of the commerce of the Nation, and to address themselves to the problem of adjusting the details of that commerce to the changing conditions and currents of commerce and trade in other or contiguous lines. Perhaps this is but an expression of the inevitable tendency toward pessimism that comes to men as they advance in years, for without men's exactly knowing how the succession of constructive leaders is always continued; and the world continues to advance in spite of the ignorance and incapacity that is in all of us. But it is a fact, not wholly attributable to native modesty and diffidence, that many young men in the trade, active enough in the mere matter of trading, do not seem to be equally interested in the task of reducing the friction in business and of raising the business to a still higher level of efficiency and automatic honesty as the distributors of the world's cereal crops at the least possible expense and loss to producer and consumer alike. It is the duty of all men who make the handling of grain an occupation to leave it in a better condition than they found it, else they are failures in this world, no matter how great their material wealth.

EDITORIAL MENTION

Dr. Wiley has been vindicated—why not let it go at that?

"Old Jup. Pluv." has been doing his share and a little more this fall to make up the actual deficiency in the corn crop by adding aqua to its weight.

The reports at the Washington conference upon the behavior of export corn in transit is not encouraging to an enlargement of the moisture content in the "commercial grades."

The elevator congestion is generally less serious than a month ago, but it will be wise for shippers to keep closely advised as to conditions—discounts will be made on conditions, not theories.

The abolition of the telephone long-distance commutation books carrying a liberal discount is an illustration of how a "reform" law sometimes steps on many good people's toes quite unexpectedly.

The latest word about alfalfa is that a vegetable cannery in California is going to "tin" the roots as a particularly choice and nourishing article of "canned goods" to be served as a vegetable or "as a dessert."

C. O. Peter, inspector for the Ohio Grain Dealers' Mutual Fire Ins. Co., has resigned, after serving since April, 1902, and is succeeded by C. O. Garver from Illinois, his appointment being effective October 15.

Hay men will remember that the N. Y. Central, Pennsylvania and B. & O. lines in the East are badly congested and that prudence calls for inquiry about probable delivery before consigning to those terminals.

Dealers would undoubtedly make more money if the grading rules were more strict than they are; the very strictness would make them more careful in buying and handling in order to make grade.

The Canadian wheat crop coming to market is grading unusually low, with a very heavy decline in exportable grades, justifying the remark made early in the season, that much of the crop will be marketed on the hoof or with the feathers on.

If the moisture content of corn is to remain unchanged in the grades it may help some to encourage farmers to grow a corn that will ripen before frost if it carries the grade proportions of water. A ripe corn that is also damp seems to carry better than an unripened corn with an equal amount of moisture.

A Solomonic consul located somewhere in Greece observes that, "Owing to the splendid shipping facilities between the United States and Greece, there is no reason why the former should not have a regular share in supplying the wants of this country" in the way of raw wheat. As we haven't any perceptible share

of that trade, while Russia has the "bear's" portion, perhaps there is a reason, but one the consul can't see with his kind of glasses.

The county authorities of North Dakota who are responsible for the collection of the amounts due from farmers to whom seed was supplied at public expense last spring, have placed those claims in the hands of the elevator operators for collection. As these claims are a first lien on the grain, the farmer will have more difficulty than on former like occasions in shirking payment of this debt.

"A preacher is a prophet of the future. Not me" [I?], said Editor Pickell at Lima. There are times when we are all preachers but don't know it. So from time to time we ought to take to heart the more keenly than we do the regret of that ancient preacher: "Then I looked on the labors that I had labored to do: and, behold, all was vanity and a striving after wind."—Eccl. 2:xi (R. V.).

The American Bar Association at its annual meeting, late in September last, was able to see continued gain in the state legislatures of the idea of uniformity of legislation on vital commercial principles; and the committee reported that the association's negotiable instruments bill had been enacted into law in 37 states and territories, the warehouse receipt bill in 21 states and territories, the bill of lading in six states; and so on.

In the incorporation papers issued the other day to the Gibsonburg Elevator Co. at Gibsonburg, Ohio, it was stated in the charter of the company that it is to be organized "to conduct mercantile operations on a basis of truth, justice and economy and to create conditions more favorable to the everyday practice of the Golden Rule." The man who operates the "spot-light" will please get busy and stay on the job for a while—all would like to see how this works out.

The war over Tripoli has not as yet made any marked impression on cereal prices, and is hardly likely to do so unless it should continue long enough to withdraw considerably more labor from the farms of Italy and Turkey than the army service normally does; and in any event, as in both countries the peasantry are quite poor, it is not likely they will be able to pay much higher prices for cereal foods than now prevail. The ability to pay has more to do with the realization of very high prices for commodities than many speculators and merchants seem to realize.

President Wayne's criticism of the "private crop reporter" will appeal to many, to be sure; but, of course, no one expects that the trade will ever be devoid of that interesting feature of the game. The crop reporter, like hope, will continue to "spring eternal," as the poet has declared. The disposition to anticipate the future is innate in human nature, more particularly that of speculators and even regular traders in grain; and all attempts to stop guessing on the crops would be quite futile. Besides, it is necessary, to correctly estimate a crop, that the number of guesses at its size should be as large

as possible. Until a better way is suggested to man by Providence for predicting a crop's total, it is only in the average of a multitude of "crop lies" that the truth can be found. And this is no paradox.

The South has at last come to realize the value of crop rotation—when forced to it; and all the papers are going into ecstasies over the discovery that the South can raise anything—even wheat in Mississippi! The old planter grew his own wheat once upon a time; but it has taken nearly two generations of his posterity to resurrect the fact and imitate him.

The Illinois Association has established a scale testing and repairing bureau, and members and non-members, dealers in grain, alike may avail themselves of the service by addressing Secretary S. W. Strong at Urbana, Ill. This action by the directors is one of the most useful things the Association has done for many a long day. Dealers need no longer plead inability to have their scales tested at a proper price, and are entitled to no sympathy if they suffer from lying scales.

The stringent law of North Dakota has forced the co-operative elevators of that state to a more scientific system of bookkeeping, since all elevators in the state are, under the law, public elevators and subject to the law of bailments, to guard against abuse of which each house must give bond. As the bonding companies insist on honesty, no doubt the necessities of the case will prove a blessing, for many a good business has been ruined by lack of an intelligent system of accounts.

Southern papers continue from time to time to harp on the theory that corn is the cause of pellagra; but more recently a few of them have changed front somewhat, like a Chattanooga paper which has discovered that the theory is now "pretty generally recognized as correct," but that there isn't the slightest danger from the use of corn, provided it is "home-grown and properly cured" and "water-ground" and not any of that "immature, soured, steel-ground" stuff coming from "the Lord knows where." And if that is not doing the handsome by the "home industry," try the "stunt" yourself.

It is a hoary maxim of lawyers that even the Almighty cannot predict what a petit jury will do. Here is a case in point from Iola, Kan. A firm of Bronson grain dealers had sold two farmers flaxseed and a part of the consideration was an agreement by the farmers to sell the resulting crop to the Bronson firm when harvested. At that time, however, a firm at Moran offered the two farmers more money than the Bronson men would pay, and they sold at Moran. Then the Bronson men sued for breach of contract, the measure of damage claimed being their loss of the profit they should have had on the crop. But the jury decided against them and in favor of the defendants. Apparently, here was palpable perversion; but the statement of facts before us omits mention of a material factor of the contract—the specific price to be paid for the harvested seed or the method of arriving at a price. Manifestly the growers could not be expected to turn their

crop over to the Bronson people at any price they might choose to name. Is not the case one of the numerous instances of a contract so loosely drawn that its only value is its certainty to turn an honest penny for the lawyers?

The intermarket contract committee of the Council had a brief session at Omaha and discussed the margin clause and the form of the cash grain contract generally. No definite action was taken except to recommend to the exchanges of the Council to make their contracts read "calendar days" instead of "business days," as the only way of obtaining uniformity in that regard, because state laws as to legal holidays make impossible contract uniformity when "business days" are specified.

The business men of Rock Rapids, Iowa, a few years ago, stampeded into it no doubt by an oily-tongued commission-promoter of co-operative schemes, went into the game of lifting themselves over the fence by their own bootstraps; in other words, of helping the farmer by handling his grain at a loss and finding themselves, while the farmers spent their money by mail with Montgomerybuck & Co. The merchants have at last concluded to stop the leak; so "the company" will have to "reorganize" or "bust."

The Lehigh Valley Railroad Company has offered the use of its right of way in New York to adjacent farmers who will experiment with alfalfa. If in addition to its other agricultural resources, New York can profitably grow alfalfa, the railroads are shrewd enough to see that at current prices New York's "worn out" lands, so called, are the cheapest real estate in this country now open to the intensive farmer, and the farmer will resume business with more courage than before.

The Department of Agriculture has been authorized by law to promulgate uniform grades for cotton and to sell sets of type samples as a basis for practical grading. In one year these "Official Cotton Grades" have been adopted as the basis of their operations by nine cotton exchanges, the New England cotton buyers' associations and the Arkwright Club, and have attracted the attention and interest of every representative of business having to do even indirectly with cotton as a commodity. There may be an inference in all this of interest to grain dealers; they can apply it who wish to and as they wish.

The farmers, now they are operating their own elevators, are souring on the "storing" practice. In Minnesota some of the co-operatives have "decided to charge full rates for storage of wheat," and in Illinois they "resolve" to cut out storing entirely. These decisions are both protests against a practice that, taken literally, means devoting the elevator resources of the companies to the sole use and convenience of a few individuals; and in that view the protestants are quite correct. So, too, individual dealers who conduct storage on the principle of making no charge for the service ought to stop the practice. There are ways in which elevator men in the country might make their

houses turn an honest penny earning storage charges, but this involves rather more liberality in the use of the Board of Trade "futures" market in the handling of their share of the grain of their own neighborhood and more self-restraint as sellers on track than most country dealers usually exercise.

The folly of inept legislation on technical matters is illustrated in the status of the Illinois fee and salary act, as it applies to the grain inspection service; in the law of Kansas, where the grain inspector is suffering for funds to run his office, while his fees are impounded in the state treasury because there is no law to get them out; and in Nebraska, where the new seed law is made practically inoperative for the same reason. To the average legislator taxes and fees are an end and not a means, as they must be in the cases cited; and this everlasting meddling of smartaleg legislators with matters they are usually misinformed about is responsible for much inefficient public service.

The grain dealers and millers of Nebraska, Kansas and Oklahoma have begun a concerted action before the public utilities commissions of those states to compel the carriers to furnish clean and sound cars for shipping those commodities. We believe the Santa Fe has made a voluntary try at doing this; but the opposite rule of dirty and leaky cars is so nearly universal that the cooperating expense, for which no allowance, or an inadequate one only, is made, is so great in the aggregate that the shippers' patience has become exhausted. The carriers' side of the "give and take" principle here involved is so studiously ignored for the most part that the present action is not surprising; and its progress will be watched with interest.

The American judge who, like Hudibras, is able to "split a hair twixt north and northwest sides," has been located in Kentucky. A man was indicted for stealing grain from a "growing field" of corn. In passing on the demurrer, the court ruled that "growing corn" undetached from the standing stalk technically is real estate; therefore the defendant was guilty not of larceny but of trespass (with damages not exceeding the value of the corn taken). If, however, the corn had been cut and shocked, or picked and piled or cribbed, the defendant's act would have been larceny of personal property. Does it then matter so much *who* detaches the corn, through which act the corn ceased to be "real estate" and became personal property?

In a recent address before the Chicago City Council on the subject of new wharves, lake front constructions and other "outer harbor" improvements contemplated to be made at public expense, Mr. Isham Randolph, engineer, "quoted statistical data" on the shipping business between New York and Chicago from 1876 to 1897 to demonstrate that shippers of corn and wheat had saved more than \$210,000,000 by the use of the lake instead of the railways. *Ergo*, an outer harbor bar, located 'steen miles, more or less, from any grain elevator is immediately needed to conserve Chicago's grain trade. But why not use Lake Michigan as it is? There are now bigger boats and quicker

and better facilities for hauling grain out of Chicago and at lake terminals than at any time from 1876 to 1897—why not use them? Apparently there's a loose cog in the argument, or theory, of those outer harbor builders; for the present harbor facilities seem to be all the grain trade needs, and yet the traffic doesn't all go by water? Why not explain that anomaly?

Mr. Breed's hints to business men to take a more direct personal interest in business politics are quite timely. Many men are thinking in the same direction. Politics, in an offensive sense, can never be removed from business until business men take a personal interest in the conduct of the government and in the making of the laws. These things are nothing but "politics"; and the real offense of the citizen in a republic is neglect of his duty to politics rather than participation in the details of "practical politics," so called.

It is understood at Washington that Hon. John H. Marble has been selected to succeed the late Edward A. Moseley as secretary of the Interstate Commerce Commission. Mr. Marble is now deeply engaged in the Lorimer case, and besides the Commission says:

The Commission announces that unanimous agreement has been reached in the selection of a secretary for the Commission. The one agreed upon has business matters of his own which he is obliged to conclude and which will prevent him from assuming duties for a few weeks. For reasons involving his personal and business affairs, the name of the one selected will not be announced until he is ready to assume the duties of the office.

The contract committee of the Council is still at work trying to get the exchanges in the Council to adopt a cash grain contract with a margin clause and to use it. The latter is even more important than the former. The margin-clause contract is legalized at Omaha, Kansas City and St. Louis and permitted at Chicago, but only Omaha and a few receivers at Chicago use it; the others can't stand the pressure of the country objections, although they declare it's a shame they have to furnish the money for the country to speculate with. However, the committee at Omaha again recommended to the exchanges that they adopt a rule requiring the use of the margin clause, each market to make otherwise its own rules as to deposit of margins and to protect its own rights and privileges.

The action of the "call" committee at Chicago in requiring a deduction of $\frac{1}{4}c$ per bushel from bids made to shippers on roads exacting a switching charge at Chicago has brought the roads in question to a realization that their interests, as well as those of the shippers affected, are more seriously involved than they had supposed. Secretary Wells of the Western Association, in a circular to his members calling attention to the call committee's ruling, pointed out the fact that the switching charge amounted to a discrimination against shippers on the roads making the switching charge, which would give to competing shippers by other lines exactly $\frac{1}{4}c$ advantage, which is more than ample to divert tonnage in considerable quantity. The I. C. road in Iowa, therefore, once that fact was brought in so direct a way to its attention,

hastened to invite Mr. Wells to an early conference; and it is not venturesome to predict the near absorption of the switching charge by the roads in interest.

The foreign "worm turned" finally so vigorously in May last that it has brought the Atlantic exporters of corn to the line by an unexpectedly short turn of the rope; and hereafter corn shipments to Liverpool and the Continent will be possible only on certificates guaranteeing a moisture content not to exceed 16% from March 1 to July 1, according to Liverpool's agreement with Philadelphia, while in shipments to the Continent that content must not be exceeded at any time. The percentage is high enough, and Americans may consider themselves lucky the European requirement is no lower. But they must not forget, too, that as exporters of corn they still have several sharp competitors in the field who ship habitually better corn than we do.

Referring to the decision in the Minnesota rate case, preventing the reduction of rates too far below a remunerative rate, based on capitalization and bonds, Slason Thompson, general publicity man of the railways, in his "Railway Library for 1910," says:

If sustained by the Supreme Court of the United States, the principles of this decision should go far to emancipating the railways from the multiplying vexations of rival regulation by federal and state authority. It looks as though they might do for the railways what it took four years of Civil War to do for the Federal government—establish for them the necessary truth that the whole is greater than a part.

But in that case the public would certainly demand governmental (state or federal supervision of all issues of railway bonds and stocks and prohibition of watering to the slightest degree. Would that, then, be or not be slipping "from the fat into the fire?"

The Nebraska Farmer, with a frankness and wisdom at variance with most of its contemporaries, has the temerity to "tell its readers a thing or two" about corn: Speaking of the European embargo against American rotten corn, the Farmer says:

Much of this damaged corn was purchased in the Western corn belt states, and it contained too much moisture because it was not fully mature. It is not too much to say that the whole difficulty is one of growing a type of corn with ears too large, or kernels too deep for the climate. For several years we have been chasing the phantom of big corn—corn with big ears and great, deep kernels.

Now, such corn is late maturing and is likely not to mature fully. Because we have been selecting our seed corn for these qualities that make for late maturity, we are every year getting a larger percentage of corn containing too much moisture. We are going to have to face about on this matter, and begin developing a type of corn that will always mature, rather than always fail to mature. It will help a great deal when we all realize that the yield of corn does not depend upon the size of the ears nor upon the depth of the kernels but upon the number of ears per acre.

Now this is excellent doctrine—so excellent that one could wish the brief but meaty article could be reprinted in every paper in the land that reaches a farmer that grows corn.

TRADE NOTES

The seventh annual meeting of the National Gas Engine Trades' Association will be held at Hotel Hollenden, Cleveland, Ohio, December 5-8, 1911.

The Red Chief Manufacturing Company has been incorporated at Louisville, Ky. The company will manufacture corn shellers, grinders and feed mills.

The B. S. Constant Co. of Bloomington, Ill., is now general agent for the sale of the Muncie Gas Engine & Supply Co.'s oil engines in western territory.

The grain trade is pretty well acquainted with Dixon's Silica-Graphite Paint for iron and steel, but Booklet 17-B tells all about it. It can be obtained from the Joseph Dixon Crucible Company of Jersey City, N. J.

The John Lauson Mfg. Co. of New Holstein, Wis., exhibited a full line of their Lauson Frost King Gasoline Engines at the recent Wisconsin State Fair. The exhibit was in charge of H. D. Lauson, manager, G. M. Matson, sales manager, and members of the road traveling staff.

Kennedy Car Liners still continue to lead as the most modern and most economical way of avoiding losses and troubles occasioned by leakage of grain in transit. Every grain man should make use of the services of these liners, which are manufactured by Fred W. Kennedy of Shelbyville, Ind.

The equipment contract for the new 4,000-barrel mill of the Bay State Milling Company at Winona, Minn., provides for a full line of Invincible Cleaners. The order for the line of cleaners was placed through the Strong-Scott Manufacturing Company of Minneapolis, agent in that territory for the Invincible Grain Cleaner Company of Silver Creek, N. Y.

Among the exhibits to receive unusual attention at the recent Wisconsin State Fair was that of the fine display of the Racine Dustless Separators and Racine Farm and Warehouse Fanning Mills manufactured by Johnson & Field Manufacturing Co. of Racine, Wis. President J. F. Johnson was in charge.

The S. Howes Co.'s October Calendar Hanger shows their "Eureka" Perfected Counterbalanced Milling Separator. This machine has positive sieve cleaning scrapers and the manufacturers claim it is unequalled for making close separations. It is built in their usual firm and durable style, and presents an attractive appearance on the October Calendar.

The John S. Metcalf Co. of Chicago and Montreal have been awarded the contract by the Canadian Pacific Railway Company for 700 feet of cribbed wharf with reinforced concrete superstructure at Victoria Harbour, Ontario, in addition to the 6,500 feet of wharf already built and under construction for them, by the Chicago and Montreal firm, at that point.

At the recent New York State Fair, held at Syracuse September 11 to 16, Sprout, Waldron & Co. of Muncy, Pa., exhibited their line of Monarch Ball Bearing Attrition Mills, Monarch Vertical French Burr Mills, Monarch Corn Shellers, Monarch Corn Crushers, Monarch burr mills and crusher outfits combined. The exhibit was in charge of Vice-President N. L. Vredenburg.

For corrugated iron and metal roofing the grain trade has learned to obtain supplies from the Sykes Steel Roofing Co. of 114 W. 19th place, Chicago. This firm is one of the largest manufacturers of this class of goods and has been supplying the trade for years. They manufacture all gauges of corrugated iron, either painted or galvanized, and also make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, metal ceilings, etc.

The Webster Manufacturing Company, who have removed to Tiffin, Ohio, where they have constructed a larger plant, costing \$300,000, have sold their old plant at Chicago to the W. S. Tyler Manufacturing Company of Cleveland, who will use it for the manufacture of wire, etc. This old plant of the Webster company contained a large frontage on

West Fifteenth street, near Western avenue, comprising nearly two acres and covered with brick and stone buildings.

The N. P. Bowsher Company of South Bend, Ind., exhibited its full line of Bowsher mills at the recent Minnesota State Fair, held at Hamline, in September.

AN IOWA ELEVATOR.

Photographs are deceptive in spite of their apparent regard for strict accuracy. The elevator of the picture seems to be located in the midst of a more or less barren plain—might, for all the picture tells us, be in the middle of the Sahara. It is, as a matter of fact, located at Hamilton, Iowa, down there on the Wabash in the far southeast corner of Marion County, which everybody knows is far from being the worst part of Iowa, which is no desert by a long shot.

The elevator belongs to Peter Nelson, a dealer in live stock as well as in grain. The building is 24x30 ft. in size, crib construction, with an oat bin on the north side and a cob and chaff bin on the south, each 24x16 ft. in size. The driveway runs through the house on the west side, or near the office. In this wing is the engine room, 12x30 ft. in size, containing a 15-horsepower Otto



PETER NELSON'S ELEVATOR, HAMILTON, IA.

Gasoline Engine. The other machinery includes corn sheller, cleaner, Fairbanks Automatic Shipping Scale, Howe Wagon Scale, and two stands of elevators.

The capacity is 25,000 bushels, including the oats bin, and a nice business is done for a house of this size.

RICE IN ASIA.

The shortness of the Asiatic rice crop has stimulated considerably the importation of flour from our Pacific Coast. During July-August rice advanced in Japan to the unheard of price of over \$2 per bushel, while at Shanghai an order was issued limiting the advance on the small stock on hand. This drastic action was due to the fact that a few holders had cornered the supply. In Japan all exchange transactions were suspended by the government as prejudicial to the public interests, and on September 27 the duty on rice was reduced to encourage importations. Local governors were ordered also to find out how much rice then remained unsold in the hands of farmers and commission merchants and report to the Agricultural Department. The government reduced railway rates also and directed that Formosan rice should be used as a substitute for standard native rice for deliveries on exchange contracts.

The 1910 crop of rice in Japan was 233 million bushels, against 259 millions in 1908 and 262 in 1909; and the crop of continental Asia is no better.

The first new crop wheat out of Duluth reached Buffalo on Sept. 11—two cargoes.

The excessive September-October rains have done much damage to bottom land corn by overflow of the Illinois River.

South Carolina, for the first time in her history, it is said, has this season a large amount of feedstuffs to sell outside the state, chiefly in the form of cottonseed and seed meal, the state crop of which is estimated at five million tons.

FEE LAW SUSTAINED.

Judge Dever of the Superior Court of Chicago, in a decision made on September 26, has sustained the validity of the new fee and salary act that requires the fees earned by the state grain inspection department to be paid into the state treasury and the department to conduct its business on the allowance made by the legislature. The law would require Chief Inspector Cowen to immediately pay into the treasury the surplus of \$64,560.32 now in his hands, used as a reserve fund to maintain and conduct the business of the office at such times as the fees earned may be inadequate to meet current expenses.

Pending an appeal to the Supreme Court a temporary injunction restraining the payment of the accumulated fund into the state treasury remains in force.

H. H. RIEPE & SON.

Sperry, Iowa, is a village of Des Moines County, a few miles from Burlington, with such ample railway facilities that a large elevator is hardly needed; consequently the house of H. H. Riepe & Son, shown in the picture, is only 20x24 feet in size, giv-



ELEVATOR OF H. H. RIEPE & SON.

ing a capacity of between 5,000 and 6,000 bushels of oats. It has the necessary handling machinery, which is operated by a gasoline engine, located in the engine room attached to the main building.

The Messrs. Riepe handle groceries and coal and in addition to grain buy their patrons' poultry and other produce that may be marketed from Sperry.

MORE BOGUS BILLS.

Apparently certain Denver buyers of supposititious wheat have been stung by paying drafts attached to bogus bills of lading for wheat from Utah. So far as the facts can be obtained at this distance it appears that one Roy V. Smith went to Brigham City in August, perhaps, and for a fortnight or more represented himself as a "wholesale grain dealer," and is known to have been in correspondence with certain Denver grain buyers. Then he disappeared.

In Denver it is explained that "several weeks prior to September 15 a well appearing and suave stranger appeared among them and contracted for the sale of Utah grown wheat. He explained that he was in a hurry to ship the consignments and that cars and routes had been contracted for. Several days later the stranger presented sight drafts with way bills attached and the drafts were cashed. The wheat failed to arrive in due time, and investigation disclosed that the stranger not only misrepresented his business connections but misstated the facts as to the cars used for transporting the grain. It developed the cars he said had been assigned to his shipments were in the Northwest loaded with lumber destined for Eastern points. The affable stranger has disappeared, leaving no trace of his whereabouts."

There are other versions of the story, such as that Smith is a young farmer who sold oats, and was in a hurry to get to Wayne, Ill., to buy horses. And one account names practically every grain buying firm in Denver as a loser, the sum total

received by the sharper being \$13,600. The reader is at liberty to take his choice and "salt to taste." The main fact is that he "gota de mon."

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of September, 1911:

BALTIMORE—Reported by James B. Hessong, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,184,887	770,332	1,467,867	1,096,343
Corn, bushels.....	808,918	401,133	293,072	34,973
Oats, bushels.....	283,987	616,256	130	60
Barley, bushels.....	1,832	.....	.....	.....
Rye, bushels.....	140,893	61,071	.....	.....
Timothy Seed, bus.....	17,376	24,525	678	745
Clover Seed, bus.....	917	2,799	.....	.....
Hay, tons.....	5,545	6,107	1,010	1,095
Flour, barrels.....	246,687	288,099	163,883	105,334

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,977,800	2,990,000	3,225,600	2,285,500
Corn, bushels.....	11,237,050	13,126,900	9,972,450	10,942,750
Oats, bushels.....	8,308,600	7,191,400	5,062,600	8,487,000
Barley, bushels.....	3,349,600	1,805,500	805,700	497,900
Rye, bushels.....	293,000	79,000	116,900	29,400
Timothy Seed, lbs.....	5,829,300	7,508,900	5,038,200	4,197,800
Clover Seed, lbs.....	518,500	1,340,000	60,900	164,600
Other Grass Seeds, lbs.....	1,632,100	5,725,200	1,630,900	1,627,700
Flax Seed, bushels.....	64,600	183,800	16,000	49,000
Broom Corn, lbs.....	1,165,800	1,391,800	1,080,100	717,380
Hay, tons.....	21,578	26,049	1,619	2,005
Flour, barrels.....	555,023	803,586	666,496	858,859

THE CLEVELAND CHAMBER OF COMMERCE.
Statement of movements of agricultural products at Cleveland, for the month of Sept., and nine months ending Sept. 30th, 1911.

Articles	Received.		Forwarded.	
	Sept.	Cumulative total for 9 mos.	Sept.	Cumulative total for 9 mos.
Cereals—				
Barley, bushels.....	1,839	13,080	.....	5,709
Corn, bushels.....	278,517	4,166,741	186,600	2,449,978
Flax, bushels.....	.....	28,611	.....	5
Oats, bushels.....	711,284	3,713,877	123,988	1,371,684
Rye, bushels.....	.....	2,398	.....	4,905
Wheat, bushels.....	73,246	586,241	22,762	191,495
Flour, barrels.....	68,520	496,176	11,915	124,182
Hay, baled, tons.....	5,855	41,361	261	4,745

Articles	Received.		Forwarded.	
	Sept.	Cumulative total for 9 mos.	Sept.	Cumulative total for 9 mos.
Corn, bushels.....	.....	424,000	.....	.....
Oats, bushels.....	250,000	2,287,000	.....	.....
Wheat, bushels.....	.....	300,000	.....	.....

KANSAS CITY, MO.—Reported by E. D. Bigelow, Secretary of Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	3,196,800	6,235,200	2,445,600	4,742,400
Corn, bushels.....	608,400	1,092,000	1,269,600	1,234,800
Oats, bushels.....	691,900	595,000	640,900	246,500
Barley, bushels.....	51,800	15,400	56,000	7,000
Rye, bushels.....	2,200	16,500	3,300	12,100
Kaffir Corn, lbs.....	.....	.....	.....	.....
Flax Seed, bushels.....	3,000	2,000	.....	8,000
Bran, tons.....	1,380	1,520	6,060	8,460
Hay, tons.....	16,308	31,740	3,884	5,700
Flour, barrels.....	14,750	18,000	153,000	232,750

MINNEAPOLIS—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	13,810,480	13,106,340	2,096,680	1,845,370
Corn, bushels.....	249,420	787,760	136,280	442,110
Oats, bushels.....	1,124,450	3,954,870	303,760	1,356,810
Barley, bushels.....	5,527,810	2,911,250	3,058,200	1,884,580
Rye, bushels.....	348,910	238,220	156,110	53,890
Flax Seed, bushels.....	563,940	853,670	106,010	174,950
Hay, tons.....	3,010	4,580	600	1,750
Flour, bbls.....	31,851	40,456	1,472,877	1,425,088

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,144,921	3,391,321	1,977,040	2,761,834
Corn, bushels.....	422,004	477,879	317,601	413,296
Oats, bushels.....	785,203	843,759	469,168	92,623
Barley, bushels.....	5,187	109,707	833	87,371
Rye, bushels.....	.....	.....	.....	.....
Flax Seed, bushels.....	.....	960	.....	.....
Flour, bbls.....	sk 272,612	bb 179,446	sk 358,884	bb 130,816

NEW YORK—Reported by H. Heinzer, Statistician of the Produce Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	2,242,200	.....	1,603,068	.....
Corn, bushels.....	1,674,800	.....	1,078,022	.....
Oats, bushels.....	1,534,525	.....	35,511	.....
Barley, bushels.....	375,011	.....	.....	.....
Rye, bushels.....	57,500	.....	.....	.....
Timothy Seed, lbs.....	.....	.....	1,370	.....
Clover Seed, lbs.....	bgs. 3,387	.....	1,681	.....
Other Grass Seed, lbs.....	.....	.....	.....	.....
Flax Seed, bushels.....	61,865	.....	.....	.....
Hay, tons.....	26,007	.....	.....	.....
Flour, bbls.....	704,508	.....	266,879	.....

PHILADELPHIA—Reported by Frank F. Marshall, Secretary of the Commercial Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	716,054	737,210	702,580	601,671
Corn, bushels.....	262,029	219,499	159,076	25,570
Oats, bushels.....	484,040	510,542	.....	.....
Barley, bushels.....	.....	.....	.....	.....
Rye, bushels.....	3,200	800	.....	.....
Timothy Seed, bags.....	.....	1,370	.....	.....
Clover Seed, bags.....	200	.....	.....	.....
Other Grass Seeds, bag.....	.....	.....	.....	.....
Flax Seed, bushels.....	.....	36,000	.....	.....
Hay, tons.....	7,987	8,096	.....	.....
Flour, bbls.....	263,031	272,315	133,494	217,929

PITTSBURG, PA.—Reported by O. C. Alexander, Secretary of the Grain and Flour Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	.....	.....	.....	.....
Corn, bushels.....	195,600	247,300	156,480	197,840
Oats, bushels.....	565,000	631,200	395,500	441,840
Barley, bushels.....	.....	.....	.....	.....
Rye, bushels.....	119,000	29,000	107,100	26,100
Hay, tons.....	15,087	15,323	7,650	7,840

ST. LOUIS—Reported by George H. Morgan, Secretary of the Merchants' Exchange.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	1,272,700	2,374,900	1,165,230	1,305,660
" bags.....	6,283	20,608	60,280	5,720
Corn, bushels.....	1,074,000	1,272,000	844,510	884,910
" bags.....	466	1,344	7,800	24,240
Oats, bushels.....	1,623,500	1,623,000	911,400	1,119,610
" bags.....	.....	.....	9,470	26,940
Barley, bushels.....	455,000	103,600	9,790	11,000
" bags.....	13,143	.....	.....	.....
Rye, bushels.....	18,700	19,800	12,560	14,465
" bags.....	72	56	.....	.....
Hay, tons.....	19,686	28,510	11,685	11,135
Flour, barrels.....	297,410	238,680	305,470	299,095

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Flour, barrels.....	162,128	160,660	60,280	42,509
Wheat, bushels.....	1,015,691	64,613	895,704	79,611
Oats, bushels.....	979,226	71,682	670,701	80
Corn, bushels.....	308,309	386,061	602	.....
Rye, bushels.....	6,886	2,417	.....	.....
Barley, bushels.....	1,493	17,000	.....	.....
Peas, bushels.....	6,504	1,714	.....	.....
Milfeed, tons.....	855	1,030	156	105
Corn Meal, barrels.....	3,895	3,520	2,628	615
Oat Meal, cases.....	12,605	35,572	15,922	29,660
Oat Meal, sacks.....	10,940	14,246	7,330	12,825
Hay, tons.....	13,210	16,650	5,212	2,652

DETROIT—Reported by F. W. Waring, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	389,942	374,905	65,027	1,816
Corn, bushels.....	151,234	968,802	131,096	151,876
Oats, bushels.....	247,275	336,408	23,505	28,628
Barley, bushels.....	89,445	17,084	.....	.....
Rye, bushels.....	43,750	26,244	15,232	24,100
Flour, barrels.....	26,818	15,211	18,440	25,210

DULUTH—Reported by Chas. F. MacDonald, Secretary of the Board of Trade.

Articles	Receipts		Shipments	
	1911	1910	1911	1910
Wheat, bushels.....	7,214,613	5,938,031	3,456,811	4,591,661
Corn, bushels.....	170,112	154,991	179,639	117,935
Oats, bushels.....	320,727	242,201	63,000	146,262
Barley, bushels.....	2,303,913	1,863,844	1,767,312	1,493,761
Rye, bushels.....	243,876	31,600	180,694	38,688
Flax Seed, bushels.....	282,402	380,687	119,672	253,183
Flour, bbls.....	837,790	794,630	858,445	806,645
Flour Production.....	75,670	63,930	.....	.....

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Wheat, bushels.....	1,509,370	1,441,610	731,176	828,147
Corn, bushels.....	670,090	816,990	597,111	674,080
Oats, bushels.....	1,157,700	1,387,300	463,117	835,156
Barley, bushels.....	2,350,800	1,576,100	997,713	398,601
Rye, bushels.....	419,220	78,520	239,011	15,280
Flax Seed, bushels.....	2,400	8,400	.....	8,400
Hay, tons.....	4,472	1,946	96	377
Flour, bbls.....	273,620	271,275	296,506	280,955

ELEVATOR AND GRAIN NEWS

ILLINOIS.

The Farmers' Elevator at West Brooklyn, Ill., are installing new track scales.

Lee Smith has sold his interest in the elevator at Meriden, Ill., to M. Gallagher.

Coal City, Ill., is to have an elevator in the near future. The site has already been secured.

The addition to West Bros. Elevator, at Manteno, Ill., has been completed and is being iron clad.

Railsback Bros., Weldon, Ill., will equip their elevator with a Hall Signalling Grain Distributor.

The Central Mill & Elevator Co., Bloomington, Ill., has increased its capital stock from \$17,000 to \$25,000.

The Colfax Grain Co., Colfax, Ill., is enlarging the engine room of the plant and installing a gasoline engine.

The Huegely Milling Co. are installing a Hall Signalling Grain Distributor in their elevator at Nashville, Ill.

The Savanna Elevator Co., Savanna, Ill., is planning to erect a large grain storage. Work will commence shortly.

The house of the Neola Elevator Co., at Leonore, Ill., is now thoroughly repaired. It was shut down for two months to put it in proper condition.

J. C. Roe, of Hayes, Ill., has bought the elevator and business of J. P. Woolford, at Galton, Ill. R. M. Woolford will conduct the business for Mr. Roe.

The Lincoln Grain Co. of Lawndale, Ill., have commenced work on a 25,000-bushel grain elevator. The Burrell Engineering & Construction Co. has the contract.

The elevator at Camargo, Ill., has been purchased by A. J. Quick and Marion Revell, who have also taken over the coal and implement business of Harry Kagey.

A. L. Duncan & Son, grain dealers of Seaton, Ill., have placed the contract with McAllister & O'Connor for a new coal storage building. Work commenced the first of October.

The forms for the foundation and cellar of the new house for the Plainfield Grain Co., at Caton Farm, Ill., have been ready for the cement for some time, but the rains have delayed the work.

The Burrell Engineering & Construction Co. is remodeling the grain elevator of the Holzman & Bennett Grain Co. at Sollett, Ill. When completed the elevator will have a capacity of 20,000 bushels.

McAllister & O'Connor have the contract to remodel the Divernon Grain Co.'s Elevator at Divernon, Ill. They will build new dust house, new cob house and make extensive repairs in the interior.

The elevator at Altona, Ill., has been undergoing improvements. The office and scales now have a cement housing connected with the elevator and an inside elevator has replaced the stairway of the building.

The elevator is completed for the Middletown Grain Co. at Middletown, Ill., for which McAllister & O'Connor had the contract. It is equipped with Union Iron Works machinery and a Fairbanks Gasoline Engine.

The Central Elevator Co., Chicago, Ill., has obtained a building permit for the erection of an addition to the storage elevator in South Chicago. The building will cost \$40,000 and will be built by the John S. Metcalf Co. of Chicago.

B. S. Williams of Sheffield, Ill., is building an additional 40,000-bushel elevator at that place. It will have 2 stands of legs, Fairbanks Gasoline Engine and automatic grain slide. The Burrell Engineering & Construction Co. is doing the work.

The J. Rosenbaum Grain Co., of Chicago, Ill., has purchased the Peavey elevators "A" and "B" at South Chicago. The consideration was not made public, but is said to be considerably less than \$500,000, which was the estimated value at the time of the Pettit tangle. The elevators are located on the Calumet river between One Hundred and Second and One Hundred and Third streets, and have a total capacity of 2,000,000 bushels.

S. W. Strong, Secretary of the Illinois Grain Dealers' Association, reports that: G. W. Leonard succeeds J. A. Roney at Wykles; C. E. Johnson & Co. succeeds Tankersley & Co., at Champaign; Hayden Veech succeeds T. A. Bone & Co. at Sangamon; Hayden Veech succeeds Bone & Veech at Long Creek; H. B. Vennum succeeds B. T. Miles & Co., at Fisher; Grant Bean succeeds W. D. Snowden at Lerna; L. J. Kaiser succeeds Hirsch Bros. Grain Co. at Oakland; Glabe & Glabe succeed J. Q. Puffer, at Chatsworth; Mulligan Bros. succeed A. Diamond at Capron, and J. C. Roe succeeds J. P. and Ross Woolford at Galton. He also lists the following firms on the Rock Island Southern Electric Railroad: B. L. Christie at Burgess Station, Viola

Post Office; W. A. Fraser Co. at Norwood Station, Chicago Post Office, and the Farmers' State Line Elevator Co. at Alexis Junction, Alexis Post Office.

The Farmers' Grain & Coal Co. of Saybrook, Ill., has placed the contract with the Burrell Engineering & Construction Co. for a 30,000-bushel grain elevator. It will be equipped with two stands of elevator legs, one National Automatic Scale and one Fairbanks Gasoline Engine. The elevator will cost \$6,000 and will occupy the site of the old one recently destroyed by fire.

The elevator recently completed by Robinson, Drew & Co., at Emington, Ill., on the site of the one destroyed by fire some months ago, has been opened for business and is now handling grain. The new house is 26 by 36 feet and 65 feet high, has an elevating capacity of 500 bushels per hour and a total capacity of 35,000 bushels. The Weller Manufacturing Co. installed a man lift, and there is a 1,500-bushel Sonander scale included in the equipment.

The Frank Weidlicher Co., Springfield, Ill., is erecting a concrete elevator and warehouse on North Second street, Springfield. The elevator will be 30 by 42 feet and 100 feet high. The warehouse will be 98 by 42 feet, two stories high, with basement. The work was commenced five weeks ago by E. F. Arzt, of the Burrell Engineering and Construction Co., of Chicago, but was delayed by the destruction of the derrick tower by the recent tornado. The elevator will be finished about the middle of October.

WESTERN.

K. K. Liquin will build an elevator at Wilsal, Mont.

The Overland Cereals Co. will erect an elevator at Burns, Wyo.

An elevator will be erected at Valier, Mont., by Powell & England.

Construction work started a few days ago on a new elevator at Savage, Mont.

H. N. Richardson will engage in the grain business at Fairview, Mont., this fall.

The new house of the Rocky Mountain Elevator Co., at Hedgesville, Mont., is now open for business.

The Overland Cereals Company, Laramie, Wyo., will erect an elevator at Burns, Wyo., immediately.

E. H. Weekbaugh, of Denver, Colo., is at the head of a company that will erect a grain elevator at Cheyenne, Wyo.

The Pine Bluff Elevator Co., of Cheyenne, Wyo., has filed notice of change of style to Frontier Mill and Elevator Co.

H. C. Delaney, of Havre, Mont., has leased several buildings at Inverness, Mont., and will use them for storage purposes in his grain business.

The Citizens' National Bank of Havre, Mont., will buy grain at Inverness, Mont. A warehouse will be bought and later an elevator may be erected.

J. O. Halvorson, of Williston, Mont., is buying grain on the track at Poplar, Mont., and, if conditions warrant, will erect an elevator next summer.

The Roundup Elevator, at Roundup, Mont., was completed and opened for business a short time ago. The new elevator has a capacity of 18,000 bushels.

The elevators of the Montana Elevator Company, at Terry and Marsh, Mont., are completed and receiving grain. The work has been in charge of C. G. Kiffe.

The St. Anthony & Dakota Elevator Co. has established a buying station at Inverness, Mont. The company will store its grain in local buildings until an elevator can be erected.

The Montana Elevator Co. has completed its loading dock at Oka, Mont., and the flat house at Judith Gap. The Judith Gap house has been put under the management of Peter Petter.

The Valley Mercantile and Lumber Co., of Fairview, Mont., has bought the site of the old Ben Doyle Elevator at Mondak, Mont., and will commence the erection of a grain elevator in the near future.

The Valley Hay and Grain Company filed articles of incorporation at Fresno, Cal., recently. The company is capitalized for \$50,000 and is composed of C. S. Pierce, H. E. Norton, F. F. Minard, B. M. Hogue, Jr., and O. W. Bowman.

The McCabe Bros.' Elevator at Cut Bank, Mont., is practically completed. The elevator will be of 35,000 bushels' capacity and will be operated by a 12-horsepower gas engine. Automatic scales and other modern equipment will be installed.

The Farmers' Elevator Co., of Lanark, Mont., has purchased the W. I. Saxon Elevator at Culbertson, Mont. The purchase was made for the advantage of stockholders near Culbertson who are too far from Lanark to sell to their own company.

The Wasco Warehouse Milling Co., The Dalles, Ore., is erecting a warehouse and concrete storage bins at its new plant at The Dalles. There will be six storage tanks, each twenty feet in diameter and

ninety feet high, with a total capacity of about 200,000 bushels.

IOWA.

The Farmers' Elevator at Bridgeway, Iowa, has installed a gasoline engine.

The farmers about Williams, Iowa, have formed a co-operative elevator company.

The Skewis Grain Co. has installed a large scale in the elevator at Langdon, Iowa.

H. W. Polluck & Co. have purchased the elevator at Adair, Iowa, from W. C. Marsh.

The Schowalter Co. has made many improvements in its elevator at Wayland, Iowa.

The Farmers' Elevator Co. of Truesdale, Iowa, will erect a grain elevator in the near future.

Alfred Pierce has sold his interest in the grain business at Popejoy, Iowa, to Andrew Chlosser.

Farmers about Scotland, Iowa, are planning the organization of a co-operative elevator company.

The new elevator of the Kunz Grain Elevator Co. at Schaller, Iowa, is completed and handling grain.

The Neal Grain Co. has purchased G. P. Christianson's elevator at Randall, Iowa. J. H. Neal will be in charge.

The new elevator at Altoona, Iowa, is completed, and has been turned over to Mr. Pearson, who will be in charge.

The Glidden Farmers' Elevator at Glidden, Iowa, has installed a new controllable dump and elevating machinery.

The Farmers' Elevator Co., at Rock Rapids, Iowa, is reorganizing, and stock will be sold in the re-organized company.

L. W. Brooke has bought the grain business and leased the warehouse and elevator of the Eclipse Lumber Co. at Kalona, Iowa.

The farmers about Center Point, Iowa, have formed a permanent organization and will buy or erect a cooperative elevator at that place.

On account of the scarcity of wheat in Kossuth county, Iowa, the Farmers' Elevator Co., of Titonka, has decided to close for the season, but will reopen again in the spring.

The Western Grain Elevator at Merrill, Iowa, has been forced to close down this year on account of the shortage of the crops in that region. The plant will be thoroughly overhauled.

The Cavers Elevator Co. will erect an addition to its elevator at Council Bluffs, Iowa. The addition will cost \$20,000 and will have a capacity of 125,000 bushels. Moulton & Evans have the contract.

Flynn Brothers have awarded a contract for the erection of an up-to-date elevator at Allison, Iowa, to replace the one destroyed by fire this summer. The elevator will be completed in thirty days.

The firm of Heus & Frederick, located at Dixon, Ia., has changed hands. The grain and implement business has been sold to Hansen and Richmond. Frederick still retains an interest in the business which will be styled the Frederick Implement Co.

The Trans-Mississippi Grain Elevator Co. of Omaha is constructing a \$35,000 elevator at Council Bluffs, Iowa. The elevator will be 42 by 126 feet, 90 feet high, and will have a capacity of 300,000 bushels.

Charles B. Turner has sold his elevator at Iowa Falls, Iowa, to the Farmers' Elevator Co. Harp & Roberts have leased the elevator until July, 1912, and possession will not be given until then. The Farmers' Elevator Co. now owns three of the four elevators at Iowa Falls.

SOUTHERN AND SOUTHWESTERN.

Ames & Co., of Lubbock, Texas, are planning the erection of a grain warehouse and elevator.

The Wharton County Warehouse Co., El Campo, Texas, has completed its warehouse and elevator.

J. W. Maney, of Oklahoma City, Okla., is contemplating erecting a grain elevator at Chickasha, Okla.

The Kelley-Pickert Grain Co., Atlanta, Ga., has secured a permit to erect a grain storage to cost \$800.

The Darragh Warehouse Co., Little Rock, Ark., will complete the erection of their grain elevator October 15.

J. Zimmern's Co., Mobile, Ala., has purchased a Hall Signaling Grain Distributor to be installed in their elevator.

The Rudy-Patrick Seed Co., of Kansas City, Mo., has filed articles of incorporation, with a capital stock of \$40,000.

The Abell Elevator Co., of Louisville, Ky., has been incorporated with \$50,000 capital stock, by George Abell, G. H. Mourning and others.

The J. F. Weinmann Milling Co. has been organized at Little Rock, Ark., with a capital stock of \$30,000, by J. F. Weinmann, president, R. T.

Brooks, and J. A. Weinmann. The company will do a general grain business—beginning November 1, and later will build a mill.

The Rutherford Mill & Elevator Co., of Chillicothe, Texas, has changed its name to the Alfalfa Mill & Elevator Co., and decreased the capital stock from \$40,000 to \$25,000.

The Binding-Stevens Seed Co., of Tulsa, Okla., has let the contract for rebuilding the elevator and seed house recently destroyed by fire. The buildings will be frame, ironclad, and will cost \$7,500.

The O. P. Jackson Grain Co., of Houston, Texas, has contracted to purchase, for \$10,000, property on the tracks of the Missouri, Kansas & Texas Railroad. The company will probably erect a warehouse and elevator on the property.

The plant of the Kentucky Public Elevator Co., Louisville, Ky., will be completely remodeled. Sixteen reinforced concrete tanks will be built, with a separate power plant, operated by electricity. The additional storage will take its power from the city current, so in case of the breakdown of the company's own power plant the house will not be without power.

EASTERN.

The Fuller-Holway grain elevator at Bangor, Me., is completed.

Walbridge & Taylor have entered the grain business at Peterboro, N. H.

The E. B. Clark Seed Co. will erect a large seed elevator at Waterbury, Conn.

V. S. and H. S. Shippy have purchased Flood & Sherrill's warehouse at Troy, N. Y.

W. C. Dennison has bought a site and will shortly enter the grain business at Hillsborough, N. H.

The new storehouse for the Eastern Grain Co., that is being erected at Bangor, Me., will soon be completed.

Work on the new plant of John Hinckley & Son, Yarmouth Port, Mass., began recently. The house will be equipped with the latest grain handling machinery.

The Consolidated Hay & Grain Co. has been incorporated at Auburn, N. Y., with a capital stock of \$30,000, by B. A. Dean and W. H. Dean, of Auburn, and W. H. Dwyer, of Ottawa, Canada.

The Strong Grain Co. has bought out the Hathaway & Mackenzie Grain Co. at New Bedford, Mass. The officers of the Strong Grain Co. are C. D. Strong, president and manager, and J. H. Sizer, secretary and treasurer.

MISSOURI, KANSAS AND NEBRASKA.

G. E. Garrison is building an elevator at Towanda, Kan.

C. T. Laird has completed a 7,000-bushel elevator at Potwin, Kan.

Work has commenced on the new farmers' elevator at Detroit, Kan.

David Coleman has sold his elevator at Denison, Kan., to Mr. McCune, of Hoyt.

The Americus Elevator, at Americus, Kan., has been purchased by Bruce Carlson.

L. H. Powell & Co. have leased a site for a 50,000-bushel elevator at Towanda, Kan.

The Arkansas City Milling Co., Arkansas City, Kan., is erecting a concrete addition to its elevator.

Jacquot & Son will equip their elevator at Anselmo, Neb., with two Hall Signaling Grain Distributors.

The Viola Grain Co., Viola, Kan., has filed articles of incorporation. The new firm is capitalized at \$5,000.

R. A. Jenne, Eureka, Kan., is building a storage warehouse in connection with his elevator and feed store.

The Farmers' Elevator Co., recently organized at Hubbard, Neb., is having trouble in securing a site for its elevator.

H. A. Nolte is preparing to rebuild his elevator at Elkhorn, Neb., on the site of the one destroyed by fire last April.

C. A. Aikman has petitioned the city council of El Dorado, Kan., for an ordinance permitting him to build a 125-foot side track to the new elevator he is building.

H. E. Herries has sold his grain and feed business at Pawnee City, Neb., to his brother, J. F. Herries, and has bought an elevator at Valley Falls, Kan.

V. B. Gill, of Chillicothe, Mo., has traded a large tract of western land to G. Holt & Sons for the business of the LaHarpe Grain and Milling Co., LaHarpe, Kan.

The Saxony Mills have awarded the contract for the erection of a 100,000-bushel grain elevator to cost \$22,000, at St. Louis, Mo., to the MacDonald Engineering Co., of Chicago. The storage will be 17 rectangular bins with capacity varying from 1,500 to 8,000 bushels each and receiving equip-

ment on both sides and automatic scales of 1,800 bushels' capacity. Construction has begun.

The Terminal Elevators, of Kansas City, which is the name under which the J. Rosenbaum Grain Co. of Chicago operates, has taken over the Rock Island Elevator at Kansas City, Mo.

The J. W. Boyd Grain and Commission Co., Joplin, Mo., has filed articles of incorporation with a capital of \$20,000, all paid in. The incorporators are J. W. Boyd, E. Boyd, J. W. Boyd, Jr., H. B. Boyd and M. M. Boyd.

The Union Pacific Elevator in the Armourdale district of Kansas City, Kan., has been sold to the Simonds-Shields Grain Co. by the Midland Elevator Co., consideration stated as \$17,500. The elevator was formerly operated by the Union Pacific Railway. The new owners will at once begin the installation of new electrical machinery.

MINNESOTA AND WISCONSIN.

There is talk of a farmers' elevator at Delano, Minn.

The Imperial elevator at Argyle, Minn., is being wrecked.

The Farmers' Elevator at Ruthton, Minn., has been closed.

G. Hammer has purchased the Pioneer Elevator at Colfax, Wis.

Ole Torkelson opened the elevator at Mentor, Minn., recently.

A concrete elevator is being built by M. Talg at Hustler, Wis.

The Drescher & Dunn elevator at Millston, Wis., will be completed shortly.

George H. French, Leonard, Minn., is erecting a small elevator at Leonard.

The new Farmers' Elevator at Clarksfield, Minn., opened for business recently.

Ole Heimark has purchased the Farmers' Elevator at Canby, Minn., and will wreck it.

The elevator of F. I. Bolles, at West Salem, Wis., is completed and open for business.

The Hanson & Barzen elevator, at Middle River, Minn., opened for business a short time ago.

McBrady & Co. have leased the Monarch Elevator at Barry, Minn., and will run it independently.

V. V. Walker and F. D. Prosser of Preston, Minn., will build a 25,000-bushel elevator at Wyckoff, Minn.

A. C. Coleman has a 12,000-bushel concrete elevator in course of construction at West Salem, Wis.

The Eckert & Williams elevator at Gordonsville, Minn., has been sold to Bert Thompto of Northwood, Minn.

The Clearwater County Elevator and Produce Association opened its elevator and cold storage at Bagley, Minn., recently.

The Farmers' & Merchants' Elevator at Stephen, Minn., is well under way. The superstructure will be started within a few days.

The storage and exchange elevator of the North Branch Milling Co., Hinckley, Minn., has been completed and is now open for business.

T. H. Cochrane & Co., Portage, Wis., have opened a branch of their grain business at Madison, Wis., and have secured a warehouse in West Madison.

M. Larson & Sons, of Stockholm, Wis., are erecting a large elevator at Stockholm. A. Pepin, Wis., firm has the contract, and the house will be finished before December.

H. H. Pagel's new elevator at Stevens Point, Wis., will be completed in a short time. It will be 30 by 30 feet and 45 feet high, with a capacity of 15,000 bushels.

The Farmers' Shipping Association of Wyckoff, Minn., will build an elevator at that point. The house will be iron clad and the contract calls for completion by November 1.

J. F. Dunn and E. Drescher have formed a partnership and will erect a grain elevator at Millston, Wis. The elevator will be of concrete construction and operated by a gasoline engine.

With the aid of the Commercial Club, W. F. Holst of Brainerd, Minn., has reopened his elevator and will buy grain. The Commercial Club is gathering grain samples for the Northern Pacific railway advertising car.

The new Sheffield elevator at Faribault, Minn., is completed. The elevator, in charge of P. A. Teslow, of Minneapolis, has a capacity of 30,000 bushels and was built on the site of the Orr Elevator. Electric power is used.

The McGuire Hay & Grain Co. Elevator, at Howard, Wis., is being moved to a new site on the Soo Line. The Western Grain Co. house also was moved from its site on the Wisconsin Central to the new railroad in the same town.

Frank Padden has been elected president of the newly organized Farmers' Elevator Co. at Cylon, Wis. The new company planned to purchase the house of the Western Elevator Co., but thought that

the valuation of \$3,000 too high, and so intends to build an elevator in the near future, unless the price is lowered.

Farmers interested in the building of an elevator at New Prairie, Minn., recently organized and subscribed for an issue of stock. They have prepared a grading for the side track the railroad is building to the site of the proposed elevator.

The Milwaukee Elevator Co. is negotiating a lease for the Minneapolis property of the Delmar Elevator Co. The Delmar Elevator is in southeast Minneapolis on the Great Northern tracks. At present the Milwaukee Elevator Co. owns no property in Minneapolis.

THE DAKOTAS.

An elevator will be erected at Pettibone, N. D.

The elevator at Driscoll, N. D., is now receiving grain.

D. Theophilus has leased the elevator at Howard, S. D.

The Farmers' Union, of Freda, N. D., will build an elevator.

Work has commenced on the Farmers' Elevator at Battleview, N. D.

The Farmers' Elevator at White Lake, S. D., has been enlarged recently.

The Independent Elevator, Wimbeldon, N. D., is now open and buying grain.

The Farmers' Elevator at Powers Lake, N. D., is being rushed to completion.

The new Occident Elevator near Mott, N. D., is completed and handling grain.

The S. T. Anthony Elevator Company will build an elevator at Lundsvally, N. D.

C. G. Ireys of Minneapolis will build a 20,000-bushel elevator at Kenmare, N. D.

J. C. Stewart has completed his elevator at Herick, N. D., and is now buying grain.

Edward Elfsen of Edmunds, N. D., is erecting a 40,000-bushel elevator at Woodworth, N. D.

M. J. Thieson, formerly of Minneapolis, has opened the Gruber elevator at Rolette, N. D.

The elevator at Huff, N. D., is handling grain, although the building is not quite completed.

The Independent Elevator Co. is buying grain at Osnabrock, N. D., with Olaf Bjerken as manager.

The new Northland Elevator at Columbus, N. D., is nearly finished. The cribbing has been completed.

I. L. Berge, of Colbert, Wash., has opened an elevator at Max, N. D., and placed it in charge of Fred Kline.

The Farmers' Elevator Co., Benedict, N. D., opened for business recently, with A. A. Munns as manager.

The Sleepy Eye Elevator at Aurora, S. D., has been purchased by Potter, Garrick & Potter, of Webster, S. D.

The farmers about Hurdsville, N. D., have bought the elevator of M. Blaha, who continues with them as grain buyer.

The farmers at New Rockford, N. D., are rebuilding their elevator that was destroyed by fire some time ago.

Torge Thompson and Mark V. Johnson have purchased the elevators of Johnson & Abelson at Mission Hill, S. D.

Wiper & Wohlwend's elevator at Bowbells, N. D., was opened for business recently, with Laurence Larson as manager.

The Farmers' Mercantile & Elevator Co., of Lily, S. D., has bought the elevator at Lily recently operated by R. E. Parks.

The Farmers' Elevator, of Dawson, N. D., has opened for the season with the old manager, Edward Bon, in charge.

H. A. Waldron of Donnybrook, N. D., will build a number of elevators along the new Stanley Branch of the Great Northern.

The Farmers' Elevator at Cleveland, N. D., was opened for business recently with C. H. Schwarz, of Balfour, N. D., in charge.

O. E. Hineline is buying grain on the track at Plentywood, N. D. He expects to secure a warehouse in the near future.

The Farmers' Elevator Co. at Chester, S. D., is building an addition to the elevator in order to take care of the increased business.

W. J. Prisch has bought the site of the old Car-gill Elevator at Dell Rapids, S. D. The elevator was burned a few weeks ago.

Work is progressing on the new steel elevator at Alfred, N. D. The elevator is expected to be open for business the latter part of the month.

The Farmers' Elevator Co., recently organized at McGregor, N. D., has let a contract for a 30,000-bushel elevator to be completed November 1.

The Farmers' Elevator Co., of Griffin, N. D., and the Western Lumber & Grain Co., of Bowman, N. D., have come to an agreement as to the elevator at

Griffin. The elevator will be opened immediately by the Western Lumber & Grain Co., working in conjunction with the Farmers' Elevator Co.

The Crary Farmers' Elevator Co. of Crary, Ramsey Co., N. D., has been incorporated by D. C. McLeod, D. W. Hunter, and M. R. McLeod; capital stock, \$5,000.

The National Elevator Co., of Rolette, N. D., will erect an elevator at Powers Lake, N. D. The Farmers' Elevator Co. is also erecting an elevator at Powers Lake.

The Growers' Elevator at Minto, N. D., has been leased by Eli Salyards & Co. of Minneapolis and Duluth, and will be managed this season by Edward Loveland.

The Farmers' Co-operative Elevator Co. of Clyde, Cavalier Co., N. D., has been incorporated by Gordon Brotherston, G. F. Hyde, and W. A. Schrader; capital stock, \$15,000.

The Weaver Farmers' Elevator Co., Weaver, Cavalier Co., N. D., has been incorporated with a capital stock of \$25,000, by John Webber, Lewis Flott and Bart Webber.

Business men of Towner, N. D., have organized the Towner Grain Co. and propose to purchase grain from the farmers and ship it for them, working on the co-operative plan.

The stockholders of the Freeman Co-operative Elevator Co., Freeman, S. D., have decided to erect a new elevator of 25,000 bushels' capacity. The contract will call for completion December 1.

C. A. Sagan, Devils Lake, N. D., has taken an interest in the Edmore Grain Co., Edmore, N. D., and will be manager and buyer at that place. The Edmore Grain Co. recently bought the Minneapolis & Northern elevator at Edmore.

The Farmers' Elevator Co. of Luverne, Steele Co., N. D., was recently incorporated, with a capital stock of \$25,000, by Christ Jensen, W. H. Northrop, and C. W. Christiansen. The company has leased a site and will erect an elevator in the near future.

The board of directors of the Oldham Farmers' Elevator Co., of Oldham, S. D., will receive bids for the erection of an elevator at that point, until October 20. The work must be completed within sixty days after the acceptance of the bid, and must be according to the plans and specifications on file at the bank in Oldham.

The Farmers' Co-operative Grain Co. of Chama, Billings Co., N. D., has been incorporated, with a capital stock of \$25,000 by F. J. Hill, Charles Kramer and C. H. Smith. The company has bought the 30,000-bushel elevator of the Golden Valley Independent Grain Company at Chama, N. D., for a consideration of \$6,000.

The Lytle Elevator Co., Miles City, N. D., which recently filed articles of incorporation, has completed its organization. The incorporators are D. L. Lytle, F. J. Lytle, and A. H. Lytle. The company is capitalized for \$75,000, \$50,000 of which is paid in, and the remainder will be offered on the local market. The company owns elevators at Miles City, Huntley and Columbus, N. D., with a total capacity of 140,000 bushels.

CANADIAN.

O. G. Alderson is erecting a 35,000-bushel elevator at Kindersley, Sask.

F. A. Ramsay has bought the business of F. H. Hunt, at Tillsonburg, Ont.

The State Elevator Co., of Winnipeg, has opened its 30,000-bushel house at Niberry, Sask.

The British North American Elevator Co. is building an elevator at Kindersley, Sask.

Sixty new elevators are operated this year by the government in the province of Manitoba.

J. O. Allan and Henry Wilson are in the flour and feed, hay and grain business at Perth, Ont.

A. E. Engesetter of Birch Hills, Sask., is reported as going out of business, and his elevator is for sale.

The Farmers' Elevator Co., of Lougheed, Alta., has been incorporated with a capital stock of \$10,000.

The J. L. Dennison-Taylor Co., Toronto, Ont., are putting up an elevator and feed mill to cost \$100,000.

The Cypress River Farmers' Elevator Co., Cypress River, Man., has had its letters patent of incorporation canceled.

The Saskatchewan Co-operative Elevator Co. has taken over the elevators of Little & Sons at Govan and Strassburg, Sask.

The C. C. Turner Elevator Co. will erect a 40,000-bushel elevator on the new C. N. R. siding, about six miles from Rosthern, Sask.

R. McLaren, of Maymont, Alta., and N. Lindholm, of Jarrow, Alta., wish to get into communication with parties seeking an opening for an elevator.

The new railroad sidings at Bredenbury and Souris, Man., have necessitated the moving of several elevators. The firm of Reid & Whitman was

forced to move two elevators of 25,000 bushels' capacity each about 800 feet at Bredenbury, and at Souris two 30,000-bushel elevators, one about 200 and the other about 800 feet.

The boards of trade at Beisker and Ryley, Alta., and Radville, Sask., have propositions to make to any one considering building an elevator in Canada.

The Fawcett Milling Co. has been incorporated at Sackville, N. B., with a capital stock of \$300,000, to acquire the business of the Charles Fawcett Manufacturing Co. and to carry on operations of a general grain elevating and milling nature.

The Glenboro Farmers' Elevator Co., Manitoba Elevator Co., Rosebank Farmers' Elevator Co., Rapid City Farmers' Elevator Co., Southern Manitoba Farmers' Elevator & Milling Co., and the Western Grain & Produce Co., all of Manitoba, have canceled their letters patent of incorporation.

The John S. Metcalf Co., Chicago and Montreal, are drawing plans for additional machinery to be installed in the 250,000-bushel elevator of the Globe Elevator Co. at Calgary, Alta. The Globe Elevator Co. will add a 10,000-bushel shipping leg, 2,000-bushel scale, shipping spout and appurtenances.

OHIO, INDIANA AND MICHIGAN.

David Stott's new elevator at Adrian, Mich., is completed.

Snyder & Son are building a grain elevator at Kingston, Ohio.

Vorce & McIntosh, Ludington, Mich., are now dealers in hay and grain at that place.

The Forest Hill Elevator Co. has been incorporated at Alma, Mich., with a capital stock of \$15,000.

The Watson & Higgins Milling Co. will build a grain elevator costing \$1,000 at Grand Rapids, Mich.

Charles Van Voorst is building a 15,000-bushel elevator on his farm near Seaford, White county, Ind.

Whoreton & Co. and Middleton & Doelle of Yale, Mich., are increasing the capacity of their elevators.

The elevators on the right of way of the Big Four Railroad, at Johnson, Ind., have been completed.

The capital stock of the Windfall Grain Co., of Windfall, Ind., has been increased from \$50,000 to \$60,000.

The Noblesville Milling Company, Noblesville, Ind., is planning the erection of a 700,000-bushel elevator.

A. J. Shontz is buying grain at Risingsun, Ohio, and is considering the erection of an elevator at that point.

The Barrett Elevator Co., of Greenfield, Ind., has filed notice of change of name to the Greenfield Milling Co.

E. C. Comstock & Co. are equipping their elevator at Springfield, Mich., with a Hall Signaling Grain Distributor.

John Paul has bought the Butcher & Co. elevator at London, Ohio, and will take possession the first of November.

The Cass City Grain Co., Cass City, Mich., has installed a Hall Signaling Grain Distributor in its new elevator.

Herman F. Piel has sold his elevator at Vincennes, Ind., to Louis C. Summit, for a consideration of \$5,000.

The elevator at Morrice, Mich., has thoroughly overhauled its bean picking department, and is now storing beans.

C. E. Patterson, formerly of the Patterson-Noyes Grain Co., Albion, Mich., is now in the grain business in Toledo, Ohio.

The Grant Elevator Co., of Blaine and Jeddo, Mich., has recently been incorporated, with a capital stock of \$15,000.

George Richards, of St. Paris, and Samuel Shewalter, of Lynn, Ohio, have bought the elevator at New Hope Station, Ohio.

J. E. Peterson, of Peterson & Wright, grain dealers at Akron, Ohio, has sold his interest in the business to Charles Eddie.

The Riceville Grain Co. has been incorporated at Riceville, Ind., with a capital stock of \$1,000; president, J. Zimmerman.

The Sycamore Grain and Milling Co., Sycamore, Ohio, has been incorporated with a capital stock of \$75,000 by T. E. Underwood.

The Pinconning Elevator Co., Pinconning, Mich., has been incorporated, with a capital stock of \$12,000, by John Gibson and others.

The Bell-Tracy Co., Toledo, Ohio, has been incorporated, with a capital stock of \$10,000, to carry on a wholesale hay and grain business.

The workmen are at the top of the bins on the 40,000-bushel elevator at Edgerton, Ind., which McAllister & O'Connor are building for the Union

Grain & Coal Co. of Payne, Ohio. It will be equipped with machinery of the Philip Smith Mfg. Co. make and Monitor Cleaners.

C. E. Noyes, formerly president of the Stockbridge Elevator Co., Jackson, Mich., is now the manager of the Eldred Mill Co. at Jackson.

The Farmers' Elevator Co., Monticello, Ind., have plans prepared for the erection of a grain elevator at Monticello. Bids are being advertised for.

The Farmers' Elevator Co., Pinconning, Mich., installed three Hall Signaling Grain Distributors in their new elevator, which was completed October 9.

D. L. Brookie, of Frankfort, Ind., has bought the Monon Elevator at Monticello, Ind. Mr. Brookie now owns elevators at Monticello, Tefft and San Pierre.

The Huffman Grain Co., of Bowling Green, Ohio, has been incorporated by J. D. Hurlbut, J. W. Young, E. J. Funk and others, with a capital stock of \$10,000.

The Mansfield Hay & Grain Co. took possession of the Strong Elevator at Mansfield, Ohio, October 2. L. A. Strong continues in business at another location.

Botsford & Barrett are making extensive repairs on their elevator at Detroit, Mich. The work is being done under the direction of the Burrell Engineering & Construction Co.

The Gibsonburg Elevator Co. has been incorporated at Gibsonburg, Ohio, with a capital stock of \$20,000, by Henry Yeasting and others. The new company will erect an elevator.

Willis Jones of Circleville, Ohio, has purchased the interests of the William Jones heirs in the grain business and is now sole proprietor of the elevators at Mt. Sterling, Derby and Orient, Ohio.

The firm of Jenkins & Cohee, Lebanon, Ind., have bought Thomas Groendike's elevator at Linwood, Ind. They will build an addition to the elevator, which will give it a capacity of 12,000 bushels.

The Farmers' Grain Co. of Kinde, Mich., is building a modern grain and bran elevator. The capacity is 20,000 bushels. The Burrell Engineering & Construction Co. of Chicago has the contract.

Thirty business men of Port Huron, Mich., are agitating for a farmers' elevator. The firm of Botsford & Barrett is planning to erect the elevator if the stock can be disposed of to the farmers near Port Huron.

The Clinton Grain Co. has been incorporated by Benjamin Pilcher, Albert Tompkins, Joseph Curtis and others, with a capital stock of \$150,000. The company is composed of about fifty farmers of Jackson township, Ind.

The Farmers' Co-operative Grain Co. of Sandusky, Mich., is erecting a combination bran and grain elevator having capacity of 20,000 bushels. The construction is in charge of the Burrell Engineering & Construction Co.

E. A. Allen of Octa, Ohio, has awarded the contract to the Burrell Engineering & Construction Co. for a 2,000-bushel grain elevator. It will be equipped with two stands of elevator legs, one automatic scale, one Atlas Engine.

J. C. Jordan has sold his interest in the Jordan elevator at Indianapolis, for \$13,000. The elevator, valued at \$25,500, is now owned by Lewis H. Jordan, F. M. Montgomery and Frank Tompkins, J. C. Jordan is retiring from business.

The old Ceraline building at Columbus, Ind., will be opened as a grain elevator about November 15, by Ben C. Thomas. Mr. Thomas has been refitting the building since his elevator burned two months ago. The old elevator is still burning.

The concrete addition to the Indiana Harbor Elevator, Indiana Harbor, Ind., that has been under construction for several months, has been completed. It has a capacity of 550,000 bushels. The house is built and owned by the Lake Shore Railroad and is operated by Bartlett-Frazier.

H. C. Arnold and G. L. Arnold, of Bluffton, Ind., have purchased the holdings of the Poneto Grain Co., Poneto, Ind. The company was the property of William Walker, Henry Mann, and the R. F. Gavin Estate, and has been for sale since the death of R. F. Gavin, a year ago, so that the estate might be settled.

The East Side Iron Elevator Co., Toledo, Ohio, has made definite plans for the erection of an elevator, to be completed in July, 1912, which will increase their capacity 600,000 bushels. The new storage tanks will be erected on land adjacent to the company's present elevators, and will bring their storage facilities up to 1,500,000 bushels.

Egley & Doan of Fort Wayne, Ind., have awarded their contract to the Burrell Engineering & Construction Co. for a 50,000-bushel grain elevator. It will be equipped with full line of elevating machinery, one 2,000-bushel Fairbanks Scale, one No. 3 Monitor Clipper, one No. 9 Monitor Cleaner, one No. 4 Monitor Cracked Corn Grader, one No. 4 Monitor Seed Cleaner. It will be run by electric power.

THE EXCHANGES

The petition to change the Clearing House rules of the Chicago Board of Trade was defeated by ballot on Sept. 25.

The grain trade of Cincinnati are moving in the direction of adopting the Uniform Grade Rules for use in that market.

The grain trade of the Chamber of Commerce has passed a resolution asking that the directors inaugurate a daily "call."

The Chicago Board of Trade's annual base ball game netted \$3,500, which was given to the Children's Hospital at Camp Algonquin.

The Fort Worth Board of Trade has made some minor changes in the grain grades in use there to conform to the Uniform Grade Rules.

Although the Omaha Grain Exchange but recently went into new and enlarged quarters, there is already a demand for more table space.

The Duluth Board of Trade has amended the commission rule to make the flax charge 1 per cent of the gross proceeds, not to exceed, however, 2c per bushel.

H. M. Jones and S. B. Humphrey, members of the Milwaukee Chamber of Commerce, died recently. Mr. Jones' death occurred on the 29th of September and that of Mr. Humphrey on October 8th.

O. W. Clapp, who claims the distinction of being the oldest living member of the Chicago Board of Trade, on Sept. 14 exhibited fifty-four consecutive annual membership cards, from 1858 to 1911, inclusive.

Owing to scarcity of elevator space at Chicago the directors of the Board of Trade have made "regular" grain stored in boats in the harbors. The regulations provide for a separate license for each vessel so used.

The rule of the Milwaukee Chamber of Commerce which formerly permitted the delivery of grain stored in Chicago elevators on contracts for future delivery in Milwaukee has been repealed. This places the Milwaukee market upon an independent footing.

Walter S. Blowney, assistant secretary of the Chicago Board of Trade, has been elected financial secretary of the Mutual Benefit Association of the Board, to succeed Martin D. Stevens. An assessment of \$8 per share has been levied to make up a deficiency in the former secretary's accounts.

The sixth and last annual special assessment of \$25 voted by the Chicago Board of Trade for the retirement of inactive memberships has been called for Oct. 25. Since the purchase of memberships began there have been about three hundred retired and the present assessment will pay for about fifteen more.

The service of the Milwaukee Chamber of Commerce Inspection Department has been greatly improved by the purchase of a Buick automobile truck, which is used for hauling samples from the inspection yards to the office. A great saving of time was thus effected and services are more satisfactory in every way.

The old dispute at the St. Louis Merchants' Exchange has been removed by an order on Oct. 3 from the quotations committee to remove the quotation dials. The cash men object to their removal while the futures traders want them out. President Garneau said that discontinuing the dial service was simply a trial, and that if it did not meet with the approval of a majority of the membership the dials would again be put into service.

The Portland Chamber of Commerce grain standards committee has finished the grading work for this season's Northwest crop. The grading is about the same as last year. The Chamber is preparing samples which are sent to the buyers. The crop ranks well with the good yields of preceding years. Milling bluestem tests a trifle lighter than that of last year, this year running but 57 pounds, as against 57½ last season. Export bluestem tested between 58 and 58½ pounds. White and red Walla Walla tested 58½ pounds.

A committee of the Chicago Board of Underwriters has agreed with a committee from the Board of Trade on a new form covering grain and provision products sold on the Board, under which the insurance will follow the sale for a sufficient time after the sale to enable the purchaser to make his own arrangements for insurance. The new rule provides that in the event of the sale and delivery of property, if so designated in writing by the assured to the agent of the insurance company, the original insurance will remain in full force and effect for the sole use of the purchaser until 12 o'clock noon of the second business day succeeding the delivery of the property and the assignment of the insurance. The rule will be a great accommodation to the grain men, as it often has been difficult to get covers promptly in houses where the available insurance capacity is usually exhausted. It frequently has been necessary to hunt up the seller of the insurance

and find in what companies the cancellation was to take place, before the new line could be covered.

MINNEAPOLIS CHAMBER OF COMMERCE ELECTION.

There was no contest at the Minneapolis Chamber of Commerce election on Oct. 5. The following members were elected:

For President, J. R. Marfield; for vice-president for one year, F. B. Wells; for vice-president for two years, F. M. Crosby.

For members Board of Directors, C. A. Magnuson, D. F. Johnson, John McLeod, Wm. Dalrymple.

For members of the Board of Arbitration, two years, D. A. McDonald, J. E. Getchell, E. E. Schober.

For members of the Board of Appeals, H. G. Fertig, B. F. Nelson, T. B. Murray.

NEW FLAX RULE.

The Minneapolis Chamber of Commerce has amended its rules as follows:

Amendment No. 10—Amend Section 4-B of Rule VIII of the General Rules of the Association, by making the charge for receiving and selling Flaxseed on arrival and to arrive, as follows: Flax seed in Car Lots, One per cent of gross proceeds; flax seed, when price exceeds \$2.00 per bushel, 2c per bushel; flax seed, less than car load lot, same as above, with minimum charge of \$2.50.

Amend Section 5 of Rule VIII of the General Rules of the Association by making the commission charge for buying and shipping Flax Seed for sowing purposes, in car lots, one per cent of gross proceeds. When price exceeds \$2.00 per bushel, 2c per bushel. Flax seed, less than car load lots, same as above, with minimum charge of \$2.50.

CHANGES IN EXCHANGE MEMBERSHIP.

Chicago.—Sec'y Stone reports the following changes to the membership of the Board of Trade during September: New members—Wm. A. Fraser, Jr., Forrest Scott Miller, Fredk. A. Lennon, Richard W. Oake, Sidney Long, K. S. Templeton, Wm. H. Martin, Stephen H. Jones, Wm. H. Conley. Withdrawn—Geo. R. Argo, Jno. W. Scott, O. A. Olmsted, Est. of Jas. Pettit, Felton D. Gill, Chas. Kanzler, Chas. V. Barr, W. S. Gaylord, Richard C. Plater.

Baltimore.—Sec'y Hessing reports that Messrs. Harry Wilson Saxton, Albert Page Cole and Proctor Brady have been elected members of the Baltimore Chamber of Commerce, and memberships of M. A. Smeak and Joseph Englar transferred.

Duluth.—Sec'y MacDonald of the Duluth Board of Trade reports new members in September as follows: E. H. Harbison and Frank Wilson, Duluth, and R. M. Wolvin, Winnipeg. Withdrawals: C. H. Gordon and James Pettit.

Kansas City.—Sec'y Bigelow reports that Eugene D. Lysle was admitted to membership on the Kansas City Board of Trade in place of James C. Lysle, deceased.

Milwaukee.—Sec'y Plumb reports the following changes in the membership of the Chamber of Commerce occurred during the month of September: Newly admitted members—Arthur B. Meyers, Fulton R. Morris, Samuel Hazlehurst, Henry L. Goe-mann. Transferred memberships—Geo. M. Chapin and John Bechtel, Jr.

St. Louis.—Sec'y Morgan reports that the only one new member admitted to membership in the St. Louis Merchants' Exchange in September was M. C. Bailey of S. S. Carlisle Commission Co., by transfer from Albert A. Rehbein.

WINNIPEG ANNUAL MEETING.

At the council meeting of the Winnipeg Grain Exchange the following officers were elected by acclamation: President, Donald Morrison; vice-president, Andrew Kelley; secretary-treasurer, C. N. Bell. Council—H. T. Swart, G. R. Crowe, C. Tilt, A. D. Chisholm, G. V. Hastings, H. N. Baird, W. L. Parrish, F. N. McLaren, S. T. Smith, A. K. Godfrey, A. C. Ruttan. Committee on arbitration—H. N. Baird, S. Spink, A. R. Hargraft, John Fleming, C. Tilt, F. N. McLaren, A. D. Chisholm. Committee on appeals—S. P. Clark, W. A. Black, S. A. McGaw, Thomas Thompson, W. J. Bettingen and W. E. Milner.

The annual report covered many topics but no action was taken on it save to receive as read. At a subsequent meeting the following resolutions were passed:

"Resolved, That No. 1 Manitoba Northern wheat be the contract grade of wheat for the season 1911-1912, with the privilege of delivering No. 1 Manitoba hard wheat on contracts at 1 cent premium over No. 1 Manitoba Northern wheat, with the privilege of delivering No. 2 Manitoba Northern wheat on contracts at 3 cents discount under No. 1 Manitoba Northern wheat, and except as herein hereafter provided the privilege of delivering No. 3 Manitoba Northern wheat on contracts at 10 cents discount under No. 1 Manitoba Northern wheat.

"Provided that on and after the 1st day of October, 1911, contracts made for delivery on or after the

1st day of January, 1912, shall be designated as 'old style contracts' or 'new style contracts.' On 'old style contracts' No. 3 Manitoba Northern wheat may be delivered at 10 cents discount under No. 1 Manitoba Northern wheat. On 'new style contracts' No. 3 Manitoba Northern wheat may be delivered at 8 cents discount under No. 1 Manitoba Northern wheat.

"Resolved, That No. 2 Canadian Western oats be the contract grade of oats for the season 1911-1912, with the privilege of delivering on contracts higher grade oats.

"Resolved, That No. 1 North Western Manitoba flax seed be the contract grade of flax seed for the season 1911-1912, with the privilege of delivering on contracts No. 1 Manitoba flax seed at a discount of 2 cents per bushel."

COMMISSION

The Alder-Stofer Grain Co. has recently been incorporated at Buffalo, N. Y., with a capital of \$50,000.

The Bell-Tracy Co., of Toledo, Ohio, has been incorporated to deal in hay and grain. The capital stock is \$1,000.

Thos. J. Cannon, who was recently suspended from the privileges of the Chicago Board of Trade, has been reinstated.

Robt. H. Livingston, who was connected with the Peavey Grain Co. of Chicago for several years past, has become associated with Buckley & Co.

It is reported that the Duluth office of H. Poehler Company of Minneapolis, Minn., has been taken over by the grain firm of Stephen H. Jones.

The Empire Coal and Grain Co. has been incorporated in New York City, with a capital stock of \$250,000, by I. Arker, S. Himmelstein and E. London, of Brooklyn.

The J. W. Boyd Grain and Commission Co. of Joplin, Mo., has been incorporated with a capital stock of \$20,000. The incorporators are W. Boyd, Ella Boyd, H. B. Boyd and others.

The E. R. & D. C. Kolp Co. has been incorporated at Fort Worth, Texas, to do a general grain merchandising business, by E. R. Kolp, M. Montgomery and D. C. Kolp; capital stock \$50,000.

W. H. Martin, formerly of the firm of Costler & Martin, of Chicago, has gone with Lamson Bros. & Co. of Chicago. Mr. Martin has been identified with the corn trade of Chicago for many years.

The Standard Grain Company has been organized at Omaha, Neb., to do a general grain business. The capital stock is \$25,000 and the incorporators are E. G. Taylor, James Swanick, and L. P. Roberts.

The firm of Sidney Long & Co. of Chicago has been organized to do a general commission business in grain, provisions, stocks, bonds and cotton. The firm is composed of Sidney Long, S. P. Buchanan, and A. J. Lieberman. Offices will be in the Temple.

William J. Buttschau of Madison, S. D., is now president and general manager of the Union Grain & Elevator Co. of Omaha, Neb. C. L. Scholl is the new treasurer of the company. Mr. Buttschau succeeds S. S. Carlisle, who has gone with the Trans-Mississippi Grain Co.

Tankersley & Co. of Champaign, Ill., have just opened a branch office at Decatur, Ill., in order to keep closer in touch with their customers. The office is in charge of C. C. Connor, a Decatur young man, with thorough acquaintance with the grain business. Offices are in room 7, Denz building.

The Standard Grain & Elevator Co., of Chicago, Ill., has been incorporated with a capital stock of \$75,000 to do a general grain and warehousing business. The incorporators are W. G. Husband, E. R. Bacon, Jr., and E. R. Jennings. The company will operate the Alliance Elevator at Hammond, Ind.

High water in the Ohio River in September caused much damage to corn on bottom lands.

The State Examiner of Archer, Ohio, audited the books of the village of St. Bernard, Ohio, and found conditions that will compel the B. H. Hess Grain & Coal Co. to return \$853 to the village. The village clerk and one of the councilmen are stockholders in the company and sold the municipality grain and feed. This was in express violation of the law that makes it illegal for any official of a municipality to sell directly or benefit in any way from sales made to the municipality.

The case of Loring J. Smith, secretary of the Ohio Milling & Elevator Co., at Marion, Ohio, recently sentenced to two years in the penitentiary for embezzlement, has been carried to the Supreme Court. The Circuit Court held that, inasmuch as the Ohio Milling & Elevator Co. had no funds in the bank at the time Smith issued his check which was applied to the extinguishment of interest on certain notes of his at another bank, he could not be guilty of embezzlement.

ASSOCIATIONS

A meeting of Ohio dealers was held at St. Marys on Sept. 15.

The revised membership list of the Texas Association is about ready for distribution.

The Magee Grain Co., of Cairo, Ill., has resigned its membership in the Grain Dealers' National.

Grain dealers of southwest Missouri and southeast Kansas held a meeting at Joplin on September 23, to discuss railway rates, etc.

Judge O'Rourke at Fort Wayne, Ind., has dismissed the action brought by the Attorney General against the Hay and Grain Dealers', Producers' and Shippers' Association, indicted as a trust.

Sec'y Gibbs reports the following changes in the membership of the Texas Association: Admitted—Cobb & Elliott Grain Co., Plainview, Texas, and The New Fort Worth Grain & El. Co., Ft. Worth, Texas. Resigned—Bradley Elevator Co., Bradley, Okla.; Webster Co., San Antonio, Texas, and Wolfe City Milling Co., Wolfe city, Texas. The Cobb & Elliott Grain Co., at Lockney, Texas, is a branch business of the firm at Plainview, Texas, and has been listed as a member.

Sec'y J. Vining Taylor has published in pamphlet form, uniform in size with previous issues, the complete record of the eighteenth annual convention of the National Hay Association of 1911. The report contains also much information of value to both shipper and receiver of hay and grain, such as the Constitution and By-laws, Trade Rules, arbitration rules, rules for grading hay and straw and markets using same, instructions to inspectors, suspended members, delinquent members, firms whose business methods have been reported as being uncommercial, and complete list of the membership.

Sec'y Strong reports the following new members of the Illinois Association: Pate & Lockhart, and J. D. Rothgeb & Co., Wellington; H. L. R. Tankersley, broker, Champaign; Pease & Allen Grain Co., Chestnut; John Reichard, Urbana; Morton & Co., St. Louis; Calvin Gambrel & Co., Tabor; The Mutual Grain Co., Indianapolis; The Hannah Distributing Co., Jackson, Miss.; Ed F. Catlin, Merchants' Exchange, St. Louis; Porterfield Bros., and Rich & Blankenbaker, Sidney; Fred Rose, Homer; E. M. Hungerford, Loda; H. N. Pell, Mira (P. O. Urbana); John F. Daly, Philo; H. P. Worden, Fairmount; W. J. Roller and S. K. Bankert & Son, Newmar; S. E. Grant & Son, Pierson Station; Porterfield & Sons, Murdock; Whalen Bros. & Grant, Charleston; The J. S. Ashbrook Co., Mattoon.

Sec'y J. Vining Taylor reports the following list of new members of the National Hay Association admitted since last report: C. B. Stafford, commissioner, Memphis, Tenn.; Theo. B. Basselin, Croghan, N. Y.; Cumberland & Liberty Mills Co., Jacksonville, Fla.; Clarence S. Briggs, Fowler, Colo.; R. A. Sebrell & Co., Norfolk, Va.; Lewis & Adcock, Knoxville, Tenn.; M. M. Freeman & Co., Chicago; O. H. Wright & Co., Jacksonville, Fla.; R. A. Griffies, Seattle, Wash.; O. M. Carpenter, Eames, Mich.; S. K. Chambers & Bro., Elkview, Pa.; Geo. B. Robinson, Jr., New York; H. P. Farmer, Twin Falls, Idaho; W. B. Leslie, Germania, Ia.; H. E. Kinney Grain Co., Indianapolis; Edward M. Sils, Baltimore; C. D. Ferguson, Morrill, Neb.; L. C. Worth Commission Co., E. R. Boynton Hay Co., C. F. Arnold, Carlisle Commission Co. and North Bros., Kansas City, Mo.; E. M. Anderson, Washington, D. C.; and Keystone Grain Co., Keystone, Ind.

OHIO FALL MEETING.

The fall business meeting of the Ohio Grain Dealers' Association, a one-day session, will be held at the Neil House, Columbus, Ohio, either on Tuesday, Oct. 31, or on Friday, Nov. 3rd. Exact notice will be sent out about the 17th inst.

ILLINOIS MEETING AT PEORIA.

By the unanimous adoption of a motion, the board of directors of the Illinois Grain Dealers' Association, at a meeting held on September 28, in the St. Nicholas Hotel, Decatur, accepted the invitation of the Peoria Board of Trade and the Commercial Association of Peoria to hold the nineteenth annual convention of the Illinois Grain Dealers' Association in the city of Peoria on the second Tuesday in June, 1912.

SCALE INSPECTION IN KANSAS.

During the months of July and August the scale inspector of the Kansas Association examined one track, 120 platform or wagon, 36 hopper and 6 automatic scales, or a total of 160 scales. The track scale was found to be weighing heavy on account of rotten frame. Of the wagon or platform scales, 32 were not weighing correctly for the following one or more of ten different reasons; thirteen of the hopper scales were not weighing correctly for one or more of six different reasons; two of the six automatic scales were not weighing correctly either

because the scale capacity was greater than the elevator capacity and had no receiving hopper or because wheat collected in the weight box.

Up to this time the department has been self supporting, and the secretary believes that the dealers appreciate the service rendered that will enable the association to maintain the department.

MEETING AT LIMA, O.

A large meeting of dealers was held at Lima, O., on Sept. 22, being a regular meeting of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio. There was a general discussion of the matter of cost of running an elevator, and other trade matters, including scoopers.

The only important legislation was the adoption of a resolution introduced and supported by an able speech by A. Mennel, a Toledo miller, that on and after Jan. 1, 1912, the members of the Association buy grain by the hundredweight, and it was unanimously adopted.

CANADIAN MEMBERS OF THE NATIONAL HAY ASSOCIATION.

J. Vining Taylor, Secretary of the National Hay Association, under date of Oct. 7, writes: "I am pleased to inform you that our recent convention amended our By-laws so that we may accept Canadian members. In today's mail I had the pleasure of receiving the first application from Canada, that of Mr. Omer Habert, of Yamaska, East P. Q. I trust this is a forerunner of a large Canadian membership."

We beg to extend through this medium a most cordial invitation to our neighbors across the border to send in their application to J. Vining Taylor, Secretary-Treasurer, Winchester, Indiana.

ACTION ON CALL BID DEDUCTIONS.

At a meeting of the board of directors of the Illinois Association held in the St. Nicholas, Decatur, on Sept. 28, letters were read from various parties, calling the attention of the board of directors to the rule adopted by the call committee of the Chicago Board of Trade on September 25, establishing a deduction of $\frac{1}{4}$ c per bushel from call bids on grain from points on and for arrival via the Illinois Central, the Chicago & Alton, the Chicago & Eastern Illinois, the Wabash and the Atchison, Topeka & Santa Fe.

On motion and by unanimous vote, the board of directors referred the matter to the railroad committee of the Association, with power to act.

This committee is as follows: Railroad Committee—H. H. Newell, Chicago, chairman; J. H. Ridge, Peoria, and O. T. Unland, Pekin.

ILLINOIS DIRECTORS' MEETING.

A meeting of the directors of the Illinois Association was held at Decatur on Sept. 28, with a full board present.

Applications of 38 firms for membership were approved and the applicants elected.

The selection of L. D. Ray as assistant secretary was announced and approved.

The invitation of the Peoria Board of Trade to hold the annual convention of 1912 in that city was accepted for June, 1912.

The committee on scale testing and repairs reported that in their judgment the proposition is feasible and practicable; that they would recommend Mr. Clay Johnson, of Indianapolis, as a competent expert to be employed; that the members of the Association be notified that their scales will be inspected for a fee of \$4 each, or where the member has more than one scale, at \$3 for each additional scale. These rates will be increased \$1 respectively if the contract enclosed with the said notification is not signed and returned to the Secretary; that rates for non-members be \$7 and \$5 respectively; that incidental expenses be paid by the owner of the scale. Other details of the report referred to the contract of employment of Mr. Johnson by the Association. The Association will own its own test weights and owners will be served as soon after their applications are received as possible. The report was approved; and the directors at once subscribed to the service to the extent of 42 scales, 20 of which are owned by the Shellabarger Elevator Co.

Mr. Johnson began his engagement on Oct. 9 at Pana.

A resolution was adopted protesting against the application at Memphis of the grading rule recently made in that market, making a grade of corn known as "Sample Corn—cob mixed," on the ground that the rules now cover all the requirements of inspection and that the proposed rule is unfair and unjust.

The board also adopted a revised Constitution and By-laws, and a revision of the Rules of Arbitration, which the secretary will publish in the near future.

In reference to the action of the "call committee" of the Chicago Board of Trade, ordering a reduction of bids by $\frac{1}{4}$ c a bushel on the I. C., C. & A., A., T.

& S. Fe, C. & E. I., and Wabash Railroads, the subject matter was referred to the railroad committee with power to act.

A resolution was adopted urging the railroads to adopt a standard grain door, it appearing that about 25 per cent of the leaks are due to defective doors.

The Board adopted also a resolution protesting against any lowering of the moisture content of corn as set forth in the Uniform Grade Rules.

NATIONAL HAY ASSOCIATION.

In a circular letter to the members of the National Hay Association, President Goodrich, after reviewing very briefly some of the accomplishments of that Association in the past, says:

"There is no question of so much importance to the trade as the one of inspection. This overshadows freight rates, demurrage and all other questions that interest the hay trade. It is the cause of more controversies, discussions and unpleasant contentions than all other differences combined.

"The Association, under the able administration of ex-President Dean last year, made a start that we trust, during this year, will be followed in other markets. That was the appointment of a National Hay Inspector for Cleveland, Ohio, selected by President Dean, accountable to no one else, who draws his pay each month from the treasurer of the National Hay Association and holds his tenure of office at the will of the president of this organization.

"The writer hopes this inspection will be extended to other markets during his administration, and nothing would please us more than to assist in any way we can towards developing the scheme of inspection of hay under the control of our organization. We wish to ask each one of our members for their hearty co-operation. We can do nothing unless you are with us. We need your advice and counsel, and you will do us a great favor -- we can hear from you on any subject at any time you have something you believe will benefit the Association and its members."

MEETING AT LIMA.

A meeting of the Hay and Grain Producers' and Shippers' Association will be held on Friday, October 20, at the Boody House, Toledo. Following is the program of the morning session, from 9:30 to 11:30 in the Boody House meeting room:

1. "What Does It Cost To Maintain An Elevator Today?"
2. "What Constitutes a Proper Working Margin?"
3. "The New Corn Crop: The Yield? The Conditions?"
4. "When Will New Corn Commence to Move?"
5. "What Will Be the Starting Price?"
6. "Why All Grain Should Be Bought on Grade? How?"
7. "Why All Grain Should Be Bought by Hundredweight? How?"

After adjournment a banquet will be served from 11:30 to 1:30 at the Boody House Banquet Hall. The following is the program of toasts:

1. "The Toledo Produce Exchange."
2. "Our Association."
3. "Arbitration vs. Fight."
4. "Honorable and Equitable Practices in Trade."
5. "The Scoop-Shovel."
6. "The Reciprocal Relation Between Shipper and Receiver."
7. "The Railroads."

After the dinner an afternoon session will be held from 1:30 to 3:30 at the Boody House Banquet Hall, with the following program:

1. Business Session: Sec'y's Report. Treas. Report. Auditor's Report.
2. Terminal Market Weights—Report of Committee.
3. Pittsburgh Reciprocity—Report by Committee.
4. Section 6, Article 15, Act to Regulate Commerce.
5. Should Receivers Be Admitted As Associate Members?
6. Grain Trade Papers.

The Secretary says: "The program will be packed with interest and importance. The morning session is the vitally important one. Don't miss it. In order to enjoy the complimentary show and the other entertainment provided by the committee for the afternoon and evening, we must get through with our business session by 3:30 at the latest."

Wichita sold a lot of 5,000 bus. No. 2 wheat to go to Liverpool, the first direct consignment abroad by Wichita firms in two years.

The Woods County Grain and Broom Corn Co., at Alva, Okla., has brought suit against C. W. Harrison for sixteen tons of broom corn which the company alleges the defendant sold to them. This is the third suit of a similar nature that has been filed recently. Many of the farmers contracted to sell their corn at \$65 per ton, and the price is now \$180, and the farmers are slow about bringing in the corn.

COURT DECISIONS

[Prepared especially for the "American Elevator and Grain Trade" by J. L. Rosenberger, LL.B., of the Chicago Bar.]

Not Entitled to Rescind Contract.

In case of a contract for the sale of 200 carloads of hay of given quality, to be delivered and paid for in monthly installments of 17 carloads running through a year, the Supreme Court of Appeals of West Virginia holds (*J. W. Ellison, Son & Co. vs. Flat Top Grocery Co.*, 71 Southeastern Reporter, 391) that the purchaser generally has no right, after the contract has been partly executed, to rescind for defective quality of some of the hay, but must recoup from the purchase money or sue for damages for such breach. Where a purchaser of chattels has right to rescind the contract for breach of it, the breach must be in a material matter.

Damages for Breach of Contract of Sale of Wheat.

A farmer signed a memorandum, stating that he had sold to a named person for a mill and elevator company, "2,000 bushels No. 2 merchantable wheat, mill scale to apply, sacks to be furnished, to be paid for on delivery at Hopkinsville, Kentucky, at \$1.03 per bushel, to be delivered from thresher, 1909." He failed to deliver the wheat at the time agreed upon, and the company sued him for damages. He sold the wheat about the 14th or 15th of July to mills at Nashville for \$1.16 per bushel, but contended that he threshed his wheat after the 25th of July; that that was the time fixed for delivery, and that wheat was then worth only about 97½ cents per bushel.

In affirming a judgment in favor of the defendant, the Court of Appeals of Kentucky says (*Acme Mills & Elevator Co. vs. Johnson*, 133 Southwestern Reporter, 784) that in contracts for the delivery of personal property at a fixed time and at a designated place, the purchaser is entitled to damages against the seller for a failure to comply, and the measure of damages is the difference between the contract price and the market price of the property at the place and time of delivery. This principle of law is so well settled in all the courts of this country that it is no longer open to discussion. There was no reason why this rule should not apply to the facts of this case. The evidence clearly established the fact that the threshing was not completed until about the 29th of July. There was nothing in the evidence tending to show that the defendant fraudulently delayed the threshing of the wheat for the purpose of permitting the market price of the wheat to go down. As he finished threshing on the 29th of July, and the wheat was to be delivered from the thresher, and the plaintiff was not to accept and pay for the wheat until the time fixed for the delivery, that was the time which determined whether or not the plaintiff was damaged. If the defendant had sold his wheat on July 14th or 15th at \$1.16, and the price on July 29th was \$1.50 per bushel, the plaintiff would not be contending that the measure of his damages was the difference between the contract price and the price the defendant received for it on July 14th or 15th, but would insist that it was entitled to the difference between the contract price and \$1.50 per bushel. Besides, the defendant was not required by his contract to deliver to the plaintiff any particular wheat. Had he delivered other wheat of like quantity and quality, he would have complied with the contract. When he sold his wheat on July 14th or 15th for a price in excess of the contract price, and therefore failed to deliver to the plaintiff wheat of the quantity and quality contracted for, he took the chances of being mulcted in damages for the breach of the contract. As, however, the evidence overwhelmingly established the fact that the market price of the wheat of the kind and quality contracted to be delivered at the time and place designated in the contract did not exceed \$1 per bushel, the plaintiff company, instead of being damaged by the breach of the contract, was actually benefited to the extent of about three cents per bushel.

Corn-Sheller Plant on Railroad Land Near Residence a Nuisance.

An action brought by a husband and wife, as owners of lots in a small town, to recover damages for and have enjoined the continuance of the operation of a corn-sheller plant constructed some 130 feet from their home, resulted in a judgment enjoining the operation of the plant, but with no award of damages. In affirming such judgment, the Court of Civil Appeals of Texas holds (*Stark vs. Coe*, 134 Southwestern Reporter, 373) that there was no error in sustaining a special demurrer to the defendant's pleading, in substance, that prior to the laying out and platting the town the railroad company owned 140 acres of land, which included said town; that the company, by its deed of dedication, set aside what was known as the railroad reservation, being a strip of land 250 feet wide, extending through said town; and that in said deed

of dedication it reserved the right to erect on said strip of land warehouses, depots, or any other buildings and to lease the same to persons for the erection of warehouses and for the purpose of shipping freight, for the reserved right would not give the company a legal right to arbitrarily erect a corn-shelling plant on such right of way and to so operate and maintain the plant as to become a nuisance, interfering with the comforts and use of the plaintiff's home adjoining the right of way. Such reservation by the railroad company would not give a third party who leased a portion of the right of way a legal right to erect a corn-sheller plant and elevator and to operate and maintain the same so as to create a nuisance, interfering with the enjoyments and comforts of a home adjoining the right of way.

The railroad company had the right to erect necessary warehouses and depots for handling its freight; and, owning the title in the land, it had the right to lease it to be used in any manner not to injure the surrounding property; but it could not by leasing the same confer upon the lessee authority to maintain a nuisance thereon, injuring and damaging the surrounding property and jeopardizing the health of the occupants.

The court very properly submitted the issue to the jury in its charge, whether or not said plant could be so run as to not materially interfere with the enjoyment of the comfort of said home and so as to not materially to affect the personal health of the occupants of said home. If said plant could have been so repaired or changed that the same could have been operated without becoming a nuisance, interfering with the use of the home of the plaintiff or the health of the occupants thereof, then it should not have been abated. The fact of public convenience or the necessity of the surrounding country is no defense to an action to abate a corn-sheller which is a nuisance to adjoining land-owners.

ARBITRATION DECISION.

The following arbitration decision by the Texas Grain Dealers' Association committee is kindly furnished by Sec'y Gibbs:

Jas. C. Hunt Grain Co. vs. Early Grain & Elevator Co.—Bert K. Smith, A. B. Crouch and R. T. Dorsey, Committee. [R. T. Dorsey was appointed arbitrator in place of T. M. Sleeper, absent.]

Claim filed before the arbitration committee of the Texas Grain Dealers' Association by Jas. C. Hunt Grain Co. of Wichita Falls, Texas, against Early Grain & Elevator Co. of Amarillo, Texas, wherein plaintiff seeks to recover \$28.27 alleged to be due on misgrade of a car load of milo maize bought from defendant.

The testimony before us shows that on Nov. 28, 1910, plaintiff purchased from defendant two cars, of about 30,000 pounds each, good 3 or better bulk milo maize, destination weights and grades guaranteed. Confirmations exchanged substantially agree, and stipulated 3 or better milo maize.

On Nov. 22, 1910, plaintiff sold one car of this purchase to The Howe Grain & Mercantile Co., at Howe, Texas, confirming the sale, "Good No. 3 or better bulk maize." The Howe Grain & Mercantile Co. confirmed this purchase, "Good, sound, clean milo maize." When this car arrived at Howe, the Howe Grain & Mercantile Co. notified the plaintiff that the car was not up to contract, and that it could not be received on the contract unless cleaned and put in merchantable condition. Considerable communication passed between plaintiff and defendant, but no agreement being reached, the car was reloaded at Howe, and a bill rendered by plaintiff for \$28.27 covering cleaning charge, telegrams and protest fee. The defendant declined to pay same.

A sample taken from the car was sent from Howe to the defendant, and an affidavit is submitted that this sample was inspected by the Inspection Department at Fort Worth, and that same was graded "No. 3 Milo Maize." The plaintiff submits letters from the Howe Grain & Mercantile Co. that latter did not consider the car No. 3 grade.

The only question before us is to decide whether or not plaintiff shipped maize of contract grade. The weight of testimony before us leads us to conclude that the car shipped was No. 3 maize. We also think that plaintiff in selling should have confirmed to the Howe Grain & Mercantile Co. "No. 3 or better," and not "Good No. 3 or better." We are of opinion that car of maize may grade "No. 3 or better" still not meet the requirement "Good, sound and clean," as was specified by Howe Grain & Mercantile Co., when the car was purchased from plaintiff.

We will therefore render judgment in favor of defendant, and as the car gained 114 pounds at destination, the plaintiff is ordered to pay to defendant the value of same, 97c, and the secretary is directed to return defendant's deposit fee. We decline to allow defendant's claim for cost of telegrams.

New corn began moving in Texas in September.

OBITUARY

Perry A. Tompkins, a hay dealer of Bellevue, Ohio, died at his home in Bellevue, recently, at the age of 52.

William McIntyre, senior member of McIntyre & Sons, grain merchants of Grand Valley, Ontario, died September 17.

Alfred Schulenberg, formerly of Idaville, Ind., died of apoplexy at New Haven, Ind., where he had charge of a grain elevator.

John Peterson, agent of the St. Anthony & Dakota Elevator Co., at Erskine, Minn., aged 30 years, shot and killed himself, October 2.

Rudolph H. Dorn, aged 67 years, a wealthy retired grain dealer of Louisville, Ky., was found dead in his bedroom September 22.

John M. Klenck, for many years in the grain business at Evansville, Ind., died at his home in Evansville, recently, aged 80 years.

John T. McCurdy, a former grain merchant at Dansville, N. Y., died at his home in Youngstown, Ohio, September 23, at the age of 61.

Eugene F. Cooney, aged 41, for twenty-five years the chief reporter in the wheat pit at the Chicago Board of Trade, was drowned recently at a Michigan lake resort.

A. L. Mitton, manager of the Duluth Elevator Co., died at Browns Valley, Minn., September 23, from blood poisoning following an amputation performed a few days previous.

Peter J. Flinn died at his home in Albany, N. Y., September 19, at the age of 70 years. Mr. Flinn was president of the Albany Board of Trade in 1878, and the owner of the Flinn Flour and Grain Co.

Charles A. Sprague, a member of the firm of Sprague Brothers, grain dealers and elevator operators of Columbus Junction, Iowa, died at his home in Columbus Junction, recently, following an operation for appendicitis.

John Walker, a former Board of Trade weighmaster, who retired in 1898, died at his home in Chicago, aged 80 years. He was well known as a weighmaster and as a member of the committee of appeals for the state grain inspection.

Jonas F. Eby, of the firm of Jonas F. Eby & Son, died recently at his home in Lancaster, Pa., from a complication of diseases. Mr. Eby was born near Sun Mill, Pa., and had been engaged in the grain and feed business in Lancaster for the past thirty years. He is survived by two children, B. F. Eby, who was associated with him in business, and Mrs. Ralph Coho.

Charles Sparks, for twenty-eight years superintendent of the Connecting Terminal Elevator, Buffalo, N. Y., died at his home in Buffalo, September 23, aged 70 years. Mr. Sparks was connected with the Bennett elevator interests and upon the opening of the Connecting Terminal Elevator became manager of that house. He remained with the Terminal elevator until a year ago, when he retired owing to failing health.

John D. Tolman, for fifteen years assistant state weighmaster of Minnesota, died at his home in Minneapolis recently, from injuries received on a belt lift in the Globe Elevator located in northeast Minneapolis. Mr. Tolman started the machinery of a platform elevator and a few moments later workmen found him lying senseless on one of the floors. It is thought that he leaned back when standing on the platform and struck his head upon one of the floor beams. His death was the result of a clot on the brain. Mr. Tolman was formerly a commission merchant in Minneapolis.

Captain E. E. Nutt, a pioneer in the grain business in Ohio, died at his home in Sidney, Ohio, September 18. Edmund Elgin Nutt was born near Sidney, Ohio, in 1837, and shortly before the war entered the Ohio Wesleyan University. At the outbreak of the war he enlisted in the 15th Ohio Infantry, and at the end of three months volunteered in the 20th Ohio. He was promoted to the rank of captain and received a medal for bravery at the battle of Atlanta. After retiring from the army he engaged in the grain business with his brother, William A. Nutt, at Pemberton, Ohio. He left Pemberton in a few years, bought a location at Sidney and started in the grain trade with two brothers, I. N. and J. M. Nutt. After they retired he sold the business and studied law, was admitted to the bar, but never practiced law. He again engaged in the grain business in Urbana, Ohio, but never moved to that place, but the business was directed by his brother William. Captain Nutt subsequently bought out the Griffis grain business in Sidney, and added a milling department, and gave the business the name of the Sidney Grain and Milling Co., which he owned and managed until his death. Captain Nutt leaves a wife and six children surviving.

PERSONAL

T. J. Larson is buyer for McCabe Bros. at Cut Bank, Mont.

F. G. Lewis is in charge of the Farmers' Elevator at Andover, S. D.

Walter Kusserow is wheat buyer at the elevator at Wacomia, Minn.

The St. Anthony Elevator at Knox, N. D., is in charge of Mr. Garskey.

C. F. Pierce, of Org, Minn., is now in charge of an elevator at Delft, Mich.

A. B. Ralford is manager of the Winter & Ames Elevator, at Hannah, N. D.

Geo. Moulter of Fonda, Iowa, has succeeded L. E. Baughman at Newberg, Ore.

E. L. Haaver is now manager of the Imperial Elevator at Osnabrock, N. D.

Boley Matz, of Ivanhoe, Minn., is now manager of an elevator in Duluth, Minn.

O. A. Burdick of Groton, S. D., is in charge of the elevator at Amenia, N. D.

Levi Natwick is buying grain for the Thorpe Elevator Co. at Freeman, Minn.

A. M. Anderson is grain buyer at the St. Anthony & Dakota Elevator at Ada, Minn.

Oscar Jones has bought a half interest in the Hartley Elevator at Chrisman, Ill.

Gus Cuseck, of Heaton, N. D., has charge of the Occident elevator at Gackle, N. D.

C. M. Smetad, Harmon, N. D., has charge of the Occident Elevator at Almont, N. D.

A. Erickson is the manager of the Farmers' Grain & Lumber Co., of Dows, Iowa.

R. B. Ellis, of Gardena, N. D., has charge of the Northland Elevator at Columbus, N. D.

M. Ruddy is the new manager of the Farmers' Co-operative Elevator Co., at White, S. D.

Frank A. Krocak, Alden, Iowa, is now grain buyer for the "P-V" Elevator at Badger, Minn.

F. J. Craner has retired as manager of the Farmers' Grain and Coal Co., at Flanigan, Ill.

L. S. Bancroft, of Grand Forks, N. D., is manager of the Farmers' Elevator at Rolla, N. D.

F. J. Pinches has been engaged as manager of the Co-operative Elevator at Alexandria, S. D.

L. W. Johnson, Tully, N. D., will have charge of the Woodworth elevator at Hallock, Minn.

Hunter Wagner, of Minot, N. D., has charge of the Minot Milling Co. elevator at Blaisdell, N. D.

A. Osdahl, manager of the Cronan-Eastman Elevator at Taopi, Minn., broke one of his ribs recently.

Victor Chaussee is in charge of McCault-Webster Elevator at Burbank, S. D., succeeding Roy Harter.

Walter Beal is in charge of the Nickel Elevator of the Beal-Vincent Grain Co., located at Atlantic, Iowa.

O. W. Thompson, of Wilbur Lake, S. D., is now in charge of the new Farmers' Elevator at Fosston, Minn.

J. F. Zimpfer was elected manager of the Farmers' Elevator at Walker, Iowa, to succeed C. H. Hurd.

Charles Power, a grain dealer and stockman of Humboldt, Neb., is dangerously ill at his home near Humboldt.

C. E. Hedstrom, of Bremen, N. D., has secured a position with the Equity Elevator at New Rockford, N. D.

M. R. Derenay is general manager of the Occident Elevator Co., operating some ninety houses in the Dakotas.

H. C. Hanson, of New York Mills, Minn., has taken charge of the Monarch elevator at Twin Valley, Minn.

Alonzo Burke is in charge of the Field & Slaughter elevator at Dell Rapids, S. D., succeeding Harvey Ryan.

P. A. Teslow, of Minneapolis, is manager of the Central Elevator of the Sheffield-King Milling Co., at Faribault, Minn.

A. J. Bang, Emmons, Iowa, has taken the position vacated by H. P. Rasmussen, at the Western Elevator, Lake Mills, Iowa.

Enoch Hagelin, of Moorehead, N. D., has accepted a position as grain inspector at Staples, N. D., for the state grain commission.

A. Cober, buyer for the St. Anthony & Dakota Elevator Co., at Lignite, N. D., has been succeeded by G. A. Moritz, of Lignite.

John Gleason has resigned as agent of G. L. Minie & Co., at Morgan, Minn., and has been succeeded by Harley Hartwick.

Mason Houghland, member of the firm of Houghland & Hardy, grain dealers of Rockport, Ind., had his arm broken and his head badly gashed recently

when the horse he was riding fell and rolled upon him.

Theodore Engstrom, of Otisco, Minn., is now employed in the B. L. Matz Elevator at Waseca, Minn.

Worth Williams has charge of the Mast elevator at Mitchell, Iowa. George Mast is running the elevator at Iowa Falls, Iowa.

S. B. Stockwell has resigned as manager of the Farmers' Elevator Co., at Iroquois, S. D., and is succeeded by Andrew Schultz.

Charles Stewart, formerly buyer for the Monarch elevator at Sykeston, N. D., has charge of the Monarch Elevator at Flora, N. D.

C. C. White, who has been representing the Rodgers Grain Co., at Graymont, Ill., has moved to his former home at Henning, Ill.

B. G. Ellsworth, formerly president of the L. Bartlett & Sons Co., of Milwaukee, will marry Miss Carolyn Ogden, of Kenilworth, Ill.

J. H. Miller is again in charge of the old Southworth Elevator, at Deshler, Ohio, taking the place vacated by the resignation of Mr. Dull.

Harry Kagey, who formerly operated the elevator at Camargo, Ill., recently sold to Quick & Revell, is in charge of the elevator at Milligan, Ind.

P. M. Nielson, formerly manager of the Farmers' Elevator at Ruthon, Minn., recently closed, has accepted a position at Lostwood, N. D.

W. J. Buttschau has closed his grain business at Madison, S. D., and is now manager of the Union City Grain & Elevator Co. house at Omaha.

L. V. Weiser, manager of the Hamilton Mill & Elevator Co., Hamilton, Texas, was recently married to Miss Clara Clarke, of Waterloo, Iowa.

B. H. Lucan has resigned as manager of the Farmers' Elevator at Brunsville, Iowa, and has been succeeded by Otto Pecks, of Dalton, Iowa.

Anton Jacobson, agent for the Powers Elevator Co., at Barlow, N. D., was taken sick recently, and his place taken by Mr. Klimer, of Leeds, N. D.

H. C. Delaney, Havre, Mont., has opened a branch office for grain buying at Inverness, Mont. The branch office will be in charge of C. J. Barringer.

L. C. Kranhold, buyer for the Osborne-McMillan Elevator Co., at Wimbledon, N. D., has been succeeded by John Dick. Mr. Kranhold has gone to Minneapolis.

J. P. Woolford, of Galton, Ill., has sold his elevator to J. C. Roe, and will leave for Mississippi, where he may locate permanently. Ross M. Woolford is buying for J. C. Roe.

H. L. Dolge, buyer at Terry, Mont., has been transferred to Baker, Mont. F. B. Morgan, Mildred, Mont., has succeeded him as buyer for the McLaughlin Elevator at Terry.

William Lamoreaux, manager of the elevator at Tiltonka, Iowa, will follow the carpenter business until the opening of the season next year. The Tiltonka elevator was forced to close down on account of the short crops.

Governor Osborn, of Michigan, has appointed Edward Frensdorf, of Hudson, Mich., a member of the state board of control of the state prison at Jackson, to succeed J. W. Adams, resigned. Mr. Frensdorf is a well-known grain dealer of Hudson.

William Heath, who has been erecting the elevators at Terry and Marsh, Mont., for Hickok & Son, builders, Minneapolis, is now in Alberta, Canada, superintending the construction of twenty elevators at different points.



MISS CANADA SURELY DID SHOW HER LOVE FOR JOHNNY BULL.

Reciprocity is now a thing of the past. It may be years before a similar treaty is again placed before the Canadian people. However, there is nothing to prevent Uncle Sam reducing or removing the 25c per bushel import duty on wheat in case this country has a crop failure or consumption overtakes or becomes greater than production. Scientific farming is what the United States must come to. In other words, larger yields are necessary.—J. F. Zahm & Co.

[Special Correspondence.]

TOLEDO AND OHIO GRAIN NEWS.

BY E. T. BAKER.

For the first time in months the railway yards in Toledo are now (Oct. 10) clear of cars of grain and the congestion caused by the inability of the local elevators to handle the volume of stuff that came in is relieved. While the elevators are still crowded, there has been a material easing up in the situation and local grain concerns are finding time to catch their breath. The season has been a most perplexing one, and many thousands of dollars have accumulated in demurrage charges because of lack of storage facilities to handle cars within the time limit. Some of the elevators have refused to lift the embargo as requested by the railways because, as they express it, "bins being practically full, we see no reason for getting more stuff on hand and running the chance of getting scorched on the demurrage proposition." One large grain firm alone suffered a loss of about \$6,000 demurrage charges on 200 cars held in the yards for 30 days; and if Toledo dealers are forced to pay full demurrage this year, the total amount will be the greatest in the history of the grain business here. In the meantime, dealers are still hoping to secure some relief from what they consider unfair demurrage charges through the appeal recently made to the Interstate Commerce Commission. Up to this time the matter appears to have received but little attention, but the facts will be properly presented, and some fair arrangement is still hoped for. The congestion was wholly unexpected and brought about by causes wholly beyond the control of local dealers, including fires, floods, and an overwhelming volume of grain.

The local supply of wheat continues to increase. Last week stocks were swelled 102,235 bushels to a total of 1,925,080 bushels, of which 1,481,576 bushels is contract, a gain over the previous week of 79,345 bushels. Outgoing shipments amounted during the past week to but 32,400 bushels, all of which went to supply the demands of scattered mills. Prices are still out of line for export wheat trade. There has been heavy local consumption, the Toledo mills turning out last week 28,800 barrels of flour as compared with 26,500 barrels a year ago, 28,000 barrels two years ago and 29,000 barrels three years ago. Qualities as a rule are splendid. Cash wheat is now quoted here at 97½c, December 99½c and May \$1.04½.

Farmers and small elevators continue to unload their old corn in fair volume, and it is estimated that they are now getting close to the bottom of the cribs. Receipts during the past week have aggregated 41,200 bushels. Shipments during the same period have been but 8,400 bushels. There is no contract corn in stock, and it is estimated at not to exceed 8,000 bushels of any kind. There is just about a sufficient amount to be had to meet local requirements, with an occasional car for the eastern trade. Samples of new corn exhibited today on the floor of the Produce Exchange are of excellent quality, and it is now evident that the new crop will prove far more satisfactory than last year's harvest, even though the total yield is somewhat below normal. Cash corn is selling here at 72½c, December at 65c and May at 66½c. New corn is not expected here for several weeks yet.

Toledo stocks of oats made a gain last week of 6,308 bushels to a total of 401,506 bushels, of which but 29,758 bushels is contract. There has been a live eastern demand recently, and shipments during the past week have amounted to 54,100 bushels. There is still a large volume of Ohio oats in first hands and farmers are not anxious to sell close under existing conditions. Cash oats is selling here at 49½c, December 50½c, and May 52½c.

H. C. Docksteider, formerly engaged in the elevator business at West Unity, Ohio, has been admitted to membership in the Toledo Produce Exchange.

A new concern recently incorporated in this city with a capital stock of \$10,000, will be known as the Bell-Tracy Co., and will do a wholesale hay and grain business. Sons of T. H. Tracy, a prominent Toledoan, are at the head of the new concern.

The city of Toledo is a good farmer, as is shown by the fact that nearly 5,000 bushels of corn were raised on its farm land this season. The grain will be fed to the horses in the different city departments.

Word was received by wire today from New York announcing the marriage on Oct. 9 of William H. Morehouse, head of the grain and seed commission firm of W. H. Morehouse & Co., of Toledo, and Mrs. Joseph Ernst.

Complaints were poured into the office of Health Officer Becker by the hundreds here recently when the American Cattle & Poultry Feed Co., of Binghamton, N. Y., begun sending train loads of spoiled wheat to the Clover Leaf Elevator at Hamilton St., Toledo. The grain was part of a cargo of several million bushels which sank with a large freighter near Port Huron, Mich., and was sent here for drying. A sickening odor was said to have suffused

the neighborhood when the work of unloading was begun. The health officer refused to allow the unloading of the grain the day after it begun.

Patrick H. Lahaney, of Toledo, has brought suit against the East Side Iron Elevator Co. and the Maryland Casualty Co., for \$20,000 damages for injuries which he is alleged to have sustained last November while in the employ of the elevator company.

E. L. Southworth, Jesse Young, A. Mennel, A. Giteau and Frederick Mayer constituted a group of Toledo grain men who attended the recent interesting meeting of the Hay and Grain Producers' and Shippers' Association of Northwestern Ohio. The convention was held at Lima. It proved one of the most beneficial meetings ever held by the organization. W. T. Dolbee, of Delphos, is president, and T. P. Riddle, of Lima, secretary.

Toledo grain and milling men are particularly interested in the annual meeting of the Grain Dealers' National association, held in Omaha, on October 9, 10 and 11, and several of them took a prominent part in the program. Among those who are in attendance were E. L. Southworth, Kenton D. Keilholtz, Henry L. Goemann, Frederick Mayer, A. Mennel, F. O. Paddock, E. H. Culver, E. L. Camp, John Keller, and H. R. DeVore.

H. W. Daughten, a seed dealer of Moorestown, N. J., who was a recent guest on the floor of the Produce Exchange, is an amateur aviator who is supposed to be quite expert in the manipulation of treacherous machines of the air. He is very enthusiastic over his hobby, although he was present at the Chicago aviation meet and helped to recover the body of the unfortunate Johnstone from Lake Michigan, when he was drowned. He stated that his firm was importing clover seed on a lower basis than domestic prices.

At a recent meeting of the board of directors of the East Side Iron Elevator Co., it was decided to build an addition to the elevator which will increase the storage capacity 600,000 or 800,000 bushels, the exact figures having not yet been determined. The capacity of this elevator is now 1,100,000 bushels and when the additions are completed it will be one of the largest in the country. The elevator has of late been taxed to the full amount of its capacity and until but yesterday there was much wheat in cars on the track. This condition has caused several cents' difference in prices between the price of wheat in the elevator and on the track. In addition to several steel tanks which will be erected, a working end will be built of concrete. The new building and tanks will be located to the south of the present tanks and working end, but in such a position that grain chutes will connect them with the old tanks. It is hoped to complete the improvements by the middle of July, 1912. This elevator is now one of the largest and best in the city and the company owns an immense concrete marine leg which greatly facilitates the work of unloading from large freighters.

One of the notable society events of the season was the wedding of Miss Louise Paddock to Mr. Frederick King, which took place Wednesday, October 4, at the home of the bride's parents on Robinwood Avenue. Rev. Samuel Charles Black, pastor of the Collingwood Avenue Presbyterian Church, performed the ceremony. The bride was attended by her sister, Miss Marian Paddock, as maid of honor, and the Misses Adelaide and Kate King, sisters of the groom, as bridesmaids. Little Miss Helen Young was the flower girl. George Wallace acted as best man and the ushers were Leon Paddock and Donald Cassidy. After the ceremony a dinner was served at beautifully decorated and appointed tables. During the evening the young people left for a trip through Europe. After their return they will be at home to their friends on Maplewood Avenue. The union is a particularly happy one, as the heads of the two families are also heads of two of the best known grain concerns in Toledo, F. C. Paddock, father of the bride, being president of the Paddock-Hodge Grain Co., and F. I. King, father of the groom, president of the King Grain Co., and known throughout grain circles as "Our Boy Solomon."

The recent defeat of the proposed reciprocity at the Canadian elections met with the approbation of farmers and grain men of this section generally. In speaking of the matter Henry L. Goemann, prominent Toledo grain dealer said: "Even the big talk of reciprocity didn't fool the farmers. They saw immediately what it would mean. They realized that it would mean a big loss to them in the price they receive for their grain, while the saving to the consumer would not be hardly appreciable. The best way I can illustrate this is in the case of wheat. Say reciprocity would have brought about a 10 cents a bushel cut in wheat. It takes five bushels of wheat to a barrel of flour so that the saving on the barrel of flour the consumer would expect would be about 50 cents. In the average working man's family, say five people, five barrels of flour would be used. The saving to the individual consumer would be small because the most of it would be absorbed by the middle man, inasmuch as the maximum of expense is incurred from the manu-

facturer to the consumer. The loss of ten cents a bushel to the farmer would be great and the competition of Canadian wheat would be an additional blow to the farmer. We raise more wheat now in this country than we consume and are continually looking for an export market. There is little wonder that the farmer was opposed to reciprocity. Grain speculators felt that it would be an advantage because it would prevent manipulation in times of short crops, but the big loss that would have resulted to the farmer I believe would have unsettled general business and brought about deplorable conditions." The defeat of the measure came as a complete surprise to most Toledo grain men who had figured that its passage was almost an assured fact.

CROP REPORTS

The Government Report of October 1 estimates the crop production in bushels as follows:

Crop.	1911.	1910.	Average for 1906-1910.
Spring wheat...	200,367,000	231,399,000	243,186,800
Winter wheat...	455,149,000	464,044,000	450,129,600
All wheat.....	655,516,000	695,443,000	693,316,400
Oats	873,641,000	1,126,765,000	932,124,400
Barley	145,951,000	162,227,000	166,356,000
Rye	30,677,000	33,039,000	32,414,000
Hay, tons.....	46,969,000	60,978,000	63,507,400

The quality of spring wheat is 79.8, compared with a ten year average of 87.1; oats, 84.6, as compared with a ten year average of 86.6; barley, 84.9, compared with a ten year average of 87.5.

Compared with the average annual production of the last five years, this year's production of wheat is 5.5 per cent less; oats 6.3 per cent less; barley 12.3 per cent less; rye 5.4 per cent less; and hay 16 per cent less.

The report on the production of oats by states is as follows:

States.	Production, 1911. Total. Bushels.	Quality. Per Cent.	Production, 1910. Total. Bushels.
Iowa	118,800,000	89	181,440,000
Illinois	130,095,000	84	171,000,000
Minnesota	61,765,000	80	78,523,000
Nebraska	36,474,000	73	74,200,000
Wisconsin	69,136,000	83	69,136,000
Indiana	53,820,000	87	65,490,000
Ohio	54,377,000	90	65,658,000
North Dakota...	40,863,000	85	11,396,000
South Dakota...	12,048,000	65	35,075,000
Kansas	22,680,000	73	46,620,000
Michigan	43,359,000	86	51,170,000
New York	38,425,000	87	46,161,000
Pennsylvania ...	27,677,000	86	35,130,000

United States... 873,641,000 84.6 1,126,765,000
The condition of buckwheat October 1, 1911, was 81.4, compared with 83.8 on September 1, 81.7 in 1910, and 84.2 for the ten year average of October 1. The indicated yield per acre, 19.6 bushels, compared with 20.9 last year and 19.6 for the ten year average. The acreage planted to buckwheat was 801,000 acres, or 97 per cent of last year's acreage.

The condition of rice is 85.4, compared with 87.2 on September 1, 88.1 last year, and 86.3 for the ten year average. The indicated yield is 32 bushels per acre, compared with 33.9 bushels last year.

The production of spring wheat in the United States for 1911 is: 200,367,000 bushels, quality 79.8, average yield 9.7 bushels per acre. For 1910 the production was 231,399,000 bushels, quality 94.1, average yield 11.7 bushels per acre.

The condition of corn October 1, in the United States, was 70.4 as against a condition of 80.3 October 1, 1910, and the ten year average of October 1 of 78.6. The condition September 1, 1911, was 70.3.

The condition of flaxseed October 1, 1911, was 69.6, as against a condition of 47.6 October 1, 1910, and the ten year average of October 1 of 78.9. The condition September 1 was 68.4.

Germany reports heavy supplies of grain.

The prospects for the corn crop in Roumania are doubtful.

Chinch bugs have cut the corn crop of Macoupin county, Illinois, in half.

The late sown crops of Italy are satisfactory. Farmers are holding their grain for an advance.

Reports from Great Britain and France show that the supply of native wheat is lighter this year than last.

Montana expects to harvest 5,000,000 bushels of wheat this year, or more than twice the average for the last two years.

Reports from Fort Worth, Texas, indicate that an exceptionally large acreage will be seeded to wheat and rye this fall.

Farmers in the Gallatin Valley, near Bozeman, Mont., will harvest about 4,000,000 bushels of winter wheat this season. Returns on the crops of

oats and barley exceed all expectations. An average acreage is being seeded.

The rains have been favorable to the Australian crops. Chartering has been done on a large scale.

The yield of wheat in Portugal will be disappointing. It is predicted that the country will import 1,400,000 bushels.

Thousands of acres of oats and flax in Alberta have never ripened, and the wheat is damaged a good deal owing to the cold, wet summer.

Reports from Fessenden, N. D., state that wheat is averaging from 8 to 22 bushels per acre, and barley and oats run as high as 40 bushels.

The October report for Missouri says that corn is spoiling in the shock, and that there is much wormy defective corn; 84 percent of it is safe from

The wheat and rye crops of Hungary are average ones. Corn and fodder crops are rather poor. Plowing and seeding of the new crop is in full swing.

The estimated yield of wheat for the states of Washington, Oregon and Idaho is 64,000,000 bushels. This exceeds last year's production by 14,000,000 bushels.

Russian wheat is not moving very fast, due to the recent rains. The opinion is that selling will be deferred until spring so as to take advantage of higher prices.

According to the Canton, Ill., papers, some of the farmers along the Illinois River bottom are picking their corn from boats. Bottom lands in general are submerged.

Corn in Massachusetts will be a light crop, as little was cut at the time of the heavy frosts in the middle of September. There is a marked falling off in the fall seeding, owing to high prices.

A dispatch from Lahoma, Okla., says that most of the wheat is in the ground and a good deal of it is up, but that only a good rain will save the shoots from being destroyed by grasshoppers.

Louisiana estimates the corn production as 85,000,000 bushels, as compared with 60,000,000 bushels last year. The increase is in part due to the large amount of land infected with the cotton-boll weevil that has been seeded to corn.

E. W. Wagner's Letter reports for October that there is little improvement and no serious net gain in the corn condition. Corn is satisfactory in Northern Illinois, but burned in the southern part. Interior prices for wheat in the West run from 83 to 90 cents.

Advice from Odessa, Russia, says that a maximum of 25 percent of the corn will be harvested. The rye crop is practically a failure, and there will be no exports. Feeding barley is moving freely but becoming scarcer. Wheat and rye has been harvested.

The Iowa corn yield is estimated at 312,208,400 bushels, against 343,870,000 last year. The acreage is estimated at 9,852,000. The indicated yield is 68 per cent of last year's crop, and figured at 56 cents will bring \$174,836,704. The oat yield is estimated at 113,572,800 bushels, as against 181,440,000 last year. The indicated yield is 23.9 bushels per acre.

The Michigan wheat crop is estimated at 14,000,000 bushels. The Government report estimates it at 17,000,000. The wheat area sown this fall is 93 percent of the five year average; of rye, 87 percent. The corn yield per acre is 32 bushels, the same as last year, when there was a crop of 63,000,000 bushels. The oat yield per acre is 27 bushels; barley, 22; beans, 12; buckwheat, 14.

The October report shows the corn condition of Kentucky 85, against 75 in September and 91 last October. The last crop was 105,000,000 bushels. The prospective acreage of rye this fall is only 92 percent, of which 63 has been sown. With favorable weather the wheat acreage will be 101 percent, 45 percent being sown, against 26 percent a year ago.

frost, against 70 last year and 90 two years ago.

The Ohio report makes the corn prospect 91 percent of a full crop, with the quality 95. The government reported the September condition as 83, indicating 128,000,000 bushels, against 145,000,000 bushels last year. The wheat yield is estimated at 31,092,000 bushels, or about the same as a year ago. The Government September report indicated 32,700,000 bushels. The oat crop is estimated at 46,400,000 bushels, averaging 31 bushels to the acre. Last year's crop reported by the Government as 65,000,000. Barley amounts to 622,000 bushels, and rye 1,045,000 bushels, a trifle more than last year.

A written contract for the purchase of corn, to be delivered at the buyer's elevator, the Supreme Court of Kansas holds (Thompson vs. Seek, 115 Pacific Reporter, 397), implies payment by cash; and upon an offer to deliver and a refusal to pay except by check, at a time when banks are not honoring checks by paying cash, the buyer is not entitled to damages for failure to deliver.

HAY AND STRAW

The alfalfa mill at Bristol, Colo., is now running double shifts.

John Ponder is planning to erect an alfalfa mill at Clint, Texas.

The Hartman Alfalfa Mill, Hartman, Colo., is grinding 100 tons daily.

The Kerman Alfalfa Co., of Fresno, Cal., has filed a certificate of an increase in the directorate from three to five.

Owing to the high price of hay, an unusual quantity of corn has been cut in Illinois to be used as a fodder substitute.

Carlsbad, New Mexico, is to have an alfalfa mill. The mill at Pecos, Texas, will be moved to Carlsbad, and additional new machinery will be installed.

J. J. Curl and H. D. Miller have bought an interest in the L. S. Russell Hay Co., at Cardington, Ohio, and the business will now be conducted under the new firm name, the Curl-Russell Hay Co.

The Woodland Alfalfa Meal Mill, located at Woodland, Cal., is running night and day now, turning out about forty tons of meal each twenty-four hours. The manager reports plenty of orders and hay, but a shortage of cars.

The American Hay Co. is said to have purchased a large piece of property at Rouses Point, N. Y., to be used as a storage warehouse for hay shipped from Canada, which will be warehoused there and thence distributed to points east of the Mississippi River.

Harold T. Nielson, a graduate of the Kansas State Agricultural College, has been appointed by the War Department to have charge of the work of trying out grasses suitable for hay, which can be grown under the conditions prevailing in the Philippines.

The Government estimate of the hay crop is 46,969,000 tons, compared with 60,978,000 tons last year and the five year average of 63,507,400. The estimated yield per acre is 1.09 tons, compared with 1.33 tons last year and the five year average of 1.41 tons.

The application of hay growers at Kittitas County, Wash., for the appointment of a hay inspector at Ellensburg by the State Public Service Commission has been denied. Under the current rules there is a difference of \$5 a ton between No. 1 timothy and No. 1 mixed timothy and alfalfa, placing the mixed timothy hay below alfalfa in price.

The plant of the Arizona Alfalfa Mill Co., which was burned at Phoenix, Ariz., recently, with a loss of \$50,000 and no insurance, will be rebuilt. A meeting of the stockholders was held a short time ago and practically all the stock represented at the meeting was in favor of rebuilding. The company has been assured of better freight rates.

C. W. Wagar of C. W. Wagar & Co., of Philadelphia, Pa., returned the middle of September from a month's vacation in New England. The firm has recently taken on new offices to add to their facilities and now occupy rooms 534 to 540, The Bourse. They are at present doing a record business in feed stuffs, owing to the short hay and other crops.

The Arizona Eastern and S. P. Railways are co-operating with the Entomologist of Arizona, A. W. Morrill, to prevent, if possible, the invasion of Arizona by the alfalfa weevil from Utah. The entomologist hopes to do this by inspecting for weevil all shipments of household goods and animals from Utah inspected on arrival in Arizona. The Santa Fe will be asked to co-operate in the same way.

At the late County Fair at Ottawa, Ill., there was exhibited a sample of hay that was seventy-three years old. The hay was raised on the farm of Jesse Grove, on the Chicago road, north of Ottawa, and it was made "while the Indians looked on." It was then stored away in a barn loft, and, owing to the cracks in the floor, a layer of hay always was left there, forming a portion of the floor, where it was found 73 years later.

The Alfalfa Order of the Wisconsin Agricultural Experiment Association was organized at the Wisconsin State Fair on September 14, to promote alfalfa culture in Wisconsin. The following officers were unanimously elected: President, J. B. Cheesman, Racine; vice-president, Ex-Governor W. D. Hoard, Ft. Atkinson; secretary and treasurer, L. F. Graber, Madison. There are twenty-one charter members of the Order all of whom are not only growers of alfalfa but "boosters" for alfalfa growing as well.

The hay crop is shortest on record, but as the vitality of the plant was not expended early in the season, the growth since hay harvest has been decidedly satisfactory, and a large amount of feed will be available, either as pasturage or as second growth. While the effects of the drouth on corn can not be overcome, the fact remains that many late fields received decided benefit, while the early fields are holding their own. Consequently, there

will be a large amount of stock feed available.—Orange Judd Farmer.

The Colorado Alfalfa Meal Mill and Power Co. resumed operations at its Fowler, Colo., plant recently. It has contracted for enough hay to keep the plant in operation the entire season.

[Special Correspondence.]

GRAIN TRADE NEWS FROM BOSTON.

BY L. C. BREED.

At the banquet of the New England Grain Dealers' Association in March, it being seen that interest in the organization was waning, a new plan was proposed to the effect that a new association be formed within the Boston Chamber of Commerce as provision for auxiliary associations existing in the by-laws of the Chamber could be availed of by its members. As a result of the discussion it was voted that the association should merge in the new organization when it was formed.

On Sept. 21 a special meeting of the grain, flour and hay trades was held in the rooms of the Boston Chamber of Commerce, to take the initial steps towards forming the association, and after a full presentation of the object of the meeting, and consideration of the plan, a committee of three was appointed to select a committee of six parties identified with the flour, grain and hay trades to draw up a constitution and by-laws, to be submitted to a meeting to be called for the purpose of perfecting the organization. The following gentlemen were chosen for this work: Harvey J. Wood and A. J. Merigold, representing the grain trade; A. L. Ireland and E. W. Arndt, representing the flour trade; Arthur W. Glines and Harvey Hamilton, representing the hay trade.

There is already an association, representing local retail dealers in various lines, existing within the Chamber, and the new grain, flour and hay association will be modeled upon it, so far as its relations to the Chamber are concerned. The Boston Chamber of Commerce being a large body, in fact, the largest commercial organization in the country, the identity of the various interests of which it is composed is in a measure lost. In seeking to concentrate their affairs in a smaller association, the members connected with the grain, flour and hay trades are not to be understood as being dissatisfied with the Chamber at large, or at all antagonistic to it. On the contrary, they simply seek to avail themselves of the privilege which the by-laws provide for the purpose of more easily and completely promoting the welfare of such of the members of the Chamber as are identified with these lines of business. Therefore, when the plan is completed and ratified by those present at the next meeting, it is certain to be accepted by the directors of the Chamber, and the project duly launched in the near future.

E. A. Brand, Commercial Agent of U. S. Dept. of Commerce and Labor, has been making his headquarters in the offices of the Chamber, with a view to aiding merchants interested in the export trade by furnishing information.

Seth Catlin, Chief Grain Inspector for the Chamber, attended the annual meeting of the Chief Grain Inspectors' Association, and the Grain Dealers' National Association at Omaha, Oct. 8-10.

During the past month three members of the Chamber have died: Geo. E. Mitchell, a former vice-president of the organization, and at one time mayor of Chelsea; Patrick G. Gay, provision merchant, and Hudson M. Bishop, flour merchant. Thirty-eight new members were elected at the meeting of the directors Sept. 21.

Cereal shipments from this port for September totaled 1,493,000 bushels, compared with 79,691 for the corresponding month last year. The movement of grain for export continues to be large, there being a weekly average of about 300,000 bushels.

ENGLISH GROWN WHEAT.

There are three good reasons why the subject of this article should receive the closest attention at the present time, writes H. N. Bathgate in the London Daily Mail. From a national view-point the necessity of maintaining some kind of home reserve is of the first importance. Secondly, we must have regard to the industrial aspect of the question, for it is certain that opportunities will again arise in which the world's wheat market will be manipulated to the disadvantage of the consumer. Thirdly—and I wish I could place it first—the matter is of the utmost importance to the agricultural community. We cannot expect farmers to raise wheat for national insurance at a loss to themselves. There is no security for them in prices inflated by speculation.

We are treating the problem solely from the economic standpoint of today; and, in doing this, we may state at once that modern tastes would not approve of bread made exclusively from the product of home-grown wheat, the character of which renders an admixture of foreign wheat necessary to

procure flour of the highest type. Praiseworthy attempts are being made, however, to improve the breed of our native wheats; yet, given a wet harvest following an unfavorable summer, there is no variety yet discovered that would give an entirely satisfactory result. The Home-Grown Wheat Committee has, however, achieved some remarkable results in selecting and rendering certain wheats less susceptible to the vagaries of our climate. Toward this end it receives, I believe, a totally inadequate grant of \$50 a year, the main expense being contributed by a few generous pockets. Mr. A. E. Humphries has spent both time and money in experiments at his farm at Weybridge, and others have also contributed; but the matter is of such great importance that Mr. Lloyd George might well be asked to give it some assistance from the Development Fund.

More wheat will be raised in the British Isles when there is some certainty of it yielding a reasonable profit. An improvement in quality would do much in this direction. It is admitted by agriculturists that there is a fair return at 35s per quarter (\$1.05 per bu.) for sound milling wheat. That is four to five shillings per quarter (12c to 15c per bu.) less than the present international value of wheat. Some choice lots of English are being sold as high as 40s per quarter (\$1.25 per bu.); some inferior samples which just pass muster fetch as little as 32s (96c per bu.).

SOYA-BEAN CAKE IN DENMARK.

The consumption of soya-bean cakes in Denmark during 1910 is estimated at 150,000 tons, writes Deputy Con-Gen. Permin from Copenhagen. Imports during the first three quarters of the year amounted to 162,155 metric tons (principally from Hull, England), while the domestic production for the entire year was about 25,000 tons. The home production will, in the course of a few months, be increased, as the local soya-bean oil mill is increasing its capacity and will soon be able to produce up to 50,000 tons annually. Another mill, in which the Copenhagen mill is said to be interested, is under construction in Stettin, Germany, and it is expected that it will also supply the market with soya cakes.

The reason for this considerable increase in the consumption of soya-bean cakes is no doubt the fact that the American cotton crop for some time has been rather short, while the demand in the United States for the products of the seed has been very strong; this has caused prices of cottonseed cakes to advance to such a high level that the Danes have been forced to substitute other oil cakes. The wholesale price of soya-bean cakes in this market is at present (Feb. 18) 50 ore (\$0.134) cheaper per hundredweight than cottonseed cakes, the wholesale price c. i. f. for the latter being 6 crowns (\$1.608 per hundredweight, while soya-bean cakes are sold at 5.50 crowns (\$1.474).

When soya-bean cake was first introduced it was the general opinion, not only here but also in Sweden, that if fed to dairy cows in quantities of over one-half kilo (1.1 pounds) per head it would give a bitter taste to the butter, and even if fed in moderate quantities would after a time have an unfavorable effect on the butter and flesh; but experiments since then have proved that this is not the case, and the only drawback to feeding with soya-bean cake is its rather strong laxative effect on the animals. The analysis of soya cake compares favorably with that of cottonseed cake.

It is said here that soya-bean cakes, besides being cheaper than the cottonseed product, are generally marketed in better condition and have a neater appearance; and this factor ought to be considered by the American exporters. Danish importers complain that cottonseed cakes are not always sufficiently free of hulls and lint, and that they often arrive in a broken and damaged condition. The damage is attributed almost exclusively to the moist or even soaked bottom dunnage of the vessel, and it is claimed that this condition, which is said to cause much inconvenience and loss to importers, could easily be remedied if the American exporters would co-operate and compel the owners of vessels carrying this freight always to have the fixed plank dunnage covered with a loose extra dunnage of thin and narrow boards placed at intervals. This simple precaution would prevent the cakes from coming in contact with the moist or soaked plank dunnage and would allow air circulation. Danish importers are confident that this change, which might be easily effected, would greatly improve the condition of the cakes on arrival here.

No doubt there will always be a good market in Denmark for American cottonseed cake, but to meet the competition with soya-bean cake, the consumption of which will probably increase still more, American exporters should show more interest in the arrival of the cakes here in the best possible condition, a matter of which they alone have control.

The imports of all kinds of feed cake and meal into Denmark during the first three-quarters of 1910 amounted to 709,128,659 pounds, as compared with 775,930,239 pounds during the corresponding period of 1909, a decrease of 66,801,580 pounds.

The CO-OPERATIVES

The Grain and Stock Co. of Carpenter, Ia., has been formally dissolved.

The Farmers' Elevator Co. of Richland, Ill., is building a residence for the manager.

The Farmers' Elevator Co., Andover, S. D., has arranged its affairs so as to resume business.

The Farmers' Elevator at Ashton, Iowa, declared a dividend of 44 per cent on business of 1910 11.

The Farmers' Elevator Co., Cokato, Minn., declared a dividend of 10 per cent on last crop year's business.

The Farmers' Grain Co.'s elevator at Kalida, Ohio, was offered for sale by the receiver on September 23.

The Finley Farmers' Elevator Co. of Finley, N. D., after struggling for more than a year, has gone into voluntary bankruptcy.

The Farmers' Elevator and Milling Co. of Granite Falls, Minn., made a profit of \$2,117.37 on crop of 1910. The books balance with a grand total of \$56,592.95.

The Farmers' Elevator Co., of Solomon, Kans., has been assessed \$2,150 damages for the death of Irving Gillingham, an employee, who was killed because of defective machinery.

The Farmers' Co-operative Association of Bone-steel, S. D., handling grain and lumber, having proved a failure, the Association has been dissolved and its property sold to pay its debts.

The Farmers' Grain and Coal Co. of Flanagan, Ill., declared a dividend of 12½ per cent on last crop year's business. They handled over 650,000 bushels of grain during the year, besides coal.

The Farmers' Elevator at Stanton, Minn., has issued a notice to its stockholders for a meeting for the purpose of discussing the question of paying off the indebtedness and continuing business or closing the elevator.

The Equity Elevator Co. at Sawyer, Wis., has gone into the hands of H. L. Peterson as receiver; and the Lyon Bros. are again in possession of the property, buying grain and produce, pending a settlement of the company's affairs.

The Pontiac Farmers' Grain Co. of Pontiac, Ill., at the late annual meeting, adopted a resolution discontinuing the practice of storing grain on any terms, the resolution characterizing the practice as "one of the worst features of the grain business."

The Farmers' Co-operative Elevator Co., of Ivanhoe, Minn., which was organized in August and is located in the old Sleepy Eye Elevator building, is making a "special offer" of one share to anyone who makes a purchase of ten shares. "It's a golden opportunity."

The Farmers' Elevator Co. at Rock Rapids, Ia., will probably be reorganized. It has been running for a few years, but has always had to do a good deal of "kiting" to make ends meet, as it appears that in order to give the farmers "better prices" the bulk of the grain has been handled at a loss.

The South Dakota Farmers' Elevator Co., operating elevators at Nahon, Randolph, Verden, Brentford and Stratford, small towns in Brown County, S. D., has closed for the time being, and a committee of creditors, farmers having grain stored in the elevators, held a meeting on Oct. 9 to appoint a committee to engage a lawyer to represent their interests and start an investigation of the affairs of the company. It is alleged by the creditors that the manager of the company is short in his accounts to the extent of 125,000 bushels of wheat and \$40,000 in cash. He has "always borne a good reputation for business integrity and acumen," and his reports of the business transacted have been accepted by the directors without question. Suspicion that all was not right was first aroused when E. S. Nelson of Stratford, a farmer, presented a certificate for 2,000 bushels on grain stored in the elevator at Stratford owned by the company, and was informed by the local manager that the grain was not on hand. Investigation followed, and it was found the company was heavily involved, many storage certificates being out and no grain on hand to meet them. Six farmers, holding altogether 20,000 bushels of grain in the suspended elevators, held a meeting, and after appointing a committee, adjourned until Oct. 14, at Stratford, at which time it is expected all the creditors will be present.

The controversy between the barley growers and the grain buyers about Lewiston, Idaho, relative to the filling of contracts made early in the season, may go into the courts. Three of the heaviest sellers have repudiated their contracts and resold the barley at a higher figure. The first purchasers are preparing to institute suit to compel the delivery of the grain on the original agreement of sale. Senator Perry Mitchell, who has been employed by some of the farmers, states that in case the matter is brought into court that he will win, as no earn-

est money was paid or acknowledged in the original contracts. The three farmers who have repudiated their contracts made over \$8,000 by selling to other firms.

NEW BASIS FOR GRADING WHEAT.

C. H. Bailey of the Grain Standardization, Bureau of Plant Industry, Washington, D. C., at the recent meeting of operative millers (F. O. M. A.), read a paper on the subject, "Scientific Basis for the Grading of Wheat," in part as follows:

Probably no one will disagree with the statement that the real or intrinsic value of wheat depends upon its milling and baking qualities, or in other words upon the quantity of flour that can be produced from a given unit of wheat, and the quality of that flour as evidenced in bread making. Wheat is now purchased by mill buyers on that basis, using trained judgment, backed oftentimes by the results of tests. Then why not grade wheats in the same way, so that the stated grade will convey a definite idea as to the quantity and quality of flour to be expected from the material in question?

That this was the idea in framing the grading rules is probably true, but the widely varying conditions, cultural and climatic, and the great range of country over which the wheat of commerce is now grown, yearly renders the problem more intricate and difficult to handle. The time has now arrived when the simple statement that wheat is northern spring, or Turkey red winter conveys little idea as to the real quality and composition of any sample. This being true, it becomes necessary to provide a new system of classification to make the wheat grades mean what they should. With such a classification, and grading within the classes, the miller would know what to expect when purchasing a parcel of wheat for use in his mill.

The author compares the various wheats submitted to the Bureau to show the variation in gluten content (protein), both by analysis and by baking test, such comparisons including samples of both hard winter and hard spring and soft winter wheats; and says:

This demonstrates very forcibly that there is considerable range in the quality of the hard wheats, some being decidedly inferior to others, and the same is true of all other classes of wheat; soft red winters, white wheats and durum. It is very evident also that the better hard winter or Turkey wheats are superior to the poorer hard spring wheats as a class. On the other hand the low gluten Turkeys are actually inferior to the average soft red wheats so far as baking strength is concerned.

The Problem Stated.

The problem then resolves itself into, 1st, a question of the proper classification of the wheats which enter into commerce, and, 2d, the fixing of proper and scientific standards for the grades within each class and group. What could be more reasonable than a classification based, not on class or type alone, but also upon gluten content and baking strength, with the grades within each class fixed according to the plumpness and soundness of the sample. This done, the grade and class when fixed would convey an idea as to what could be expected of the sample in question. Moreover, maintain the same grading standards from year to year, regardless of the character of the crop.

There are necessarily many factors which enter into the fixing of grades and standards, such as the presence of inseparable impurities, damaged kernels, smut and similar defects, abnormally high moisture content, etc. I shall not take the time to discuss these matters now, but will simply say that they are already the matter of investigation, and much is being learned.

Is Such a System Practicable?

The very practical question then arises, is it possible to tell by appearance and such simple tests as it is possible to apply in the actual fixing of the grade, what the real value of a given sample is. Yes, to a very considerable extent, when the judgment of the inspector is backed by practical and scientific tests properly conducted; and without information of this sort he may work in the dark for seasons. The secret of skillful inspection is after all the ability to correlate physical characters and the actual results of tests. Occasionally the judgment may be at fault, but the percentage of errors would be materially reduced by the assistance of the miller, baker and chemist.

It would not be possible to bring about such a revolution in grading practices all at once. Nor would it be advisable, for there remains considerable to be learned before we fully understand all of the perplexing problems that confront us. It will, moreover, be necessary to continue such studies indefinitely, as new tracts are being opened to cultivation, new varieties becoming popular, and new milling and baking practices are developed. However, the time is ripe for a move of this sort, provided there is a place for practical and applied science in the marketing of wheat.

Relation Between Composition of Wheat and Feeds.

Since a number of the states have passed feed laws requiring that the protein and fat content be branded on all feed sacks, it has been necessary for the miller and mill manager to have analyses made to determine the character and composition of the by-products marketed by his mill. In order to ascertain how much effect the composition of the original wheat had upon the composition of the feeds, as produced in the experimental mill at the North Dakota Agricultural College, the proteid content of all hard wheats tested have been com-

pared with the proteid content of the bran and shorts produced. The results of these comparisons are given in Table II, which shows that on the average the crude protein in the feeds increases uniformly with the crude protein in the wheat used, and is higher in per cent.

Table II.—Relation Between the Proteid Content of Wheat and Feeds Produced Therefrom.

Range	Average in wheat N x 5.7	Average in bran N x 6.25	Average in shorts N x 6.25
Below 11 percent.....	10.0	12.7	15.5
11 to 13 per cent.....	12.0	14.9	17.0
13 to 15 per cent.....	14.0	17.0	19.4
Over 15 per cent.....	16.2	18.9	21.2

The lesson to be drawn from this is that when starchy wheats, low in protein, are used the feeds will necessarily be lower in protein as well and should be so branded. When the wheats vary little in this respect, there is less danger of the feeds showing much variation, provided the system of milling is not changed materially. Of course, these figures should not be taken as showing exactly what per cent of crude protein there will be in feeds produced from wheat of a known protein content in any mill, as much depends on how the feeds are produced and of what streams they are made up. It simply serves to show the relationship between the composition of the raw material, and the finished product, when the same system of milling is followed in all cases.

Loss in Milling.

Another problem that is often puzzling to the miller is the matter of invisible loss in milling. In our work it was discovered that only a portion of the loss was caused by sifting out through spouting and machinery, or what I shall term "mechanical loss," but that evaporation of moisture was apparently responsible in large measure for the very considerable losses that frequently occurred.

This table (III), which gives the percentage of moisture in the several mill products, and the original wheat, shows very plainly that much loss must occur in this way, since in very few cases did the moisture in any of the products exceed that in the wheat, and in most cases it was decidedly less.

Table III.—Moisture in Wheat and Mill Products Produced Therefrom.

Moisture in wheat, per cent.	Moisture in flour, per cent.	Moisture in bran, per cent.	Moisture in shorts, per cent.
10.5	10.6	11.1	9.7
11.2	11.1	11.6	10.4
11.8	11.1	11.7	10.2
12.1	11.0	11.8	10.5
11.75	11.1	11.7	10.3
13.2	11.2	11.8	10.4
13.6	11.35	12.2	10.5
14.4	12.0	12.9	10.7
15.9	12.2	13.5	11.25

In order to ascertain what factors were principally responsible for the rather wide ranges in loss that occurred by this means, a study was made in working with a large number of hard wheat samples. And while it was found that several factors affected the amount of loss, such as the temperature of the rolls, humidity of the atmosphere, length of the milling system, ease of reduction, etc., the one particular factor that seemed to be principally responsible for the variation was the moisture content of the clean wheat before tempering. When the moisture content was low, the loss through evaporation was invariably small, and when the moisture content was high the evaporation was without exception large in amount. A tabulation was then made, based on the per cent of moisture in the wheat before tempering, the result being shown in Table IV.

Table IV.

Moisture in wheat, Per cent.	Loss of moisture in milling, per 100 lbs. Pounds.	Moisture in wheat, Per cent.	Loss of moisture in milling, per 100 lbs. Pounds.
10.5	.07	13.2	2.33
11.2	.13	13.6	2.72
11.8	.38	14.4	2.92
12.1	1.49	15.9	4.53
12.75	1.95		

This shows a fairly regular increase in the amount of loss through evaporation as the wheat moisture increases.

What is a perfect paradox? Answer: The actual rejection of reciprocity by Canada which should accept—the acceptance by the United States which should refuse.—E. W. Wagner.

The Missouri crop report for September made the condition of corn 71 as compared with 61 in August and 82 last September. The wheat yield is 35,000,000 bus. compared with 25,000,000 last year. The fall wheat land plowed is 66 per cent now and the acreage to be seeded will be about 106 per cent of last year.

Wichita's broom corn market was given quite a boost when the Kansas City, Mexico and Orient Railway announced a cut in the freight rates on broom corn from western Oklahoma and southern Kansas to this city. Broom corn shippers who use the Orient will now be able to unload broom corn at Wichita ten cents on every hundred pounds cheaper than it can be delivered at Kansas City. Under the old rate the Kansas City market paid the same tariff as Wichita paid.—Eagle.

TRANSPORTATION

Vessel rates to Buffalo have been advancing slowly as the close of navigation approaches.

Erie Canal business in grain has been brisk considering the uncertain condition of the canal.

Grain tonnage out of Pacific Coast ports to Europe has been in brisk demand since the crop began to move.

Eastern roads will after November 1 make an extra charge of \$5 on all mixed cars requiring a bulkhead.

The Circuit Court of Louisville has ruled that the Kentucky Railroad Commission may lawfully fix intrastate rates for that state.

The C., M. & St. P. Ry. has declared an embargo against grain shipment to C. & N. W. Elevator A until the congestion is relieved.

I. C. C. Lane has been taking testimony at Houston, Texas, on a petition to have rice rates to New Orleans and other rice market and milling points equalized.

Revised transit rules went into effect on Oct. 6 on the T. & P., which grant that privilege to several Texas points that hitherto did not enjoy it, and extends the transfer privilege to several roads not theretofore granted the privilege.

The C. & A., C., B. & Q., C. & E. I., C., R. I. & P. and Wabash railways have issued tariffs providing that rates on bulk grain from the Missouri River and points beyond to Chicago plus $\frac{1}{4}$ c per bu., will include delivery to boats through such elevators as will perform the service for not to exceed $\frac{1}{2}$ c per bu. The tariffs are effective from Oct. 30 to Nov. 4.

Unjust and discriminatory rules and practices respecting the transshipment of grain and grain products by the Santa Fe and other western roads were also alleged in a petition on Sept. 13 with the Commerce Commission by the Southwestern Millers' League, an organization of grain millers of Kansas, Nebraska, Missouri and Oklahoma. The Commission was requested to prescribe transshipment rules regarding transshipments as would be just alike to carriers and shippers.

DAMAGES FOR MISROUTING.

On Sept. 12 the Commerce Commission, in ruling on the principle that interstate carriers are responsible in damages to shippers for loss to the latter through the misrouting of shipments, practically reversed a previous decision to the effect that if the shipper accepted a shipment that had been misrouted in violation of his specific instructions he would be obliged to stand any loss thereby sustained.

In the case decided on Sept. 12 the shipper had to pay drayage charges which would not have accrued if the shipment had been made as directed and the Commission directed that the drayage must be paid by the carriers.

SUSPENSION REFUSED.

In disregard of the protests of the Eastern trunk lines, the Commerce Commission on Sept. 20 declined to suspend the then proposed reduction in the rail-and-lake rate on flour from Minnesota transfer points to New York via Duluth and also refused to permit the Eastern lines to withdraw their concurrences in the reduced rate.

The Commission, says a Washington correspondent, is said to have considered the decision the most important freight traffic action taken for many months and likely to cause protracted litigation. It affects the enormous flour traffic between the Minnesota territory and the East, exclusive of shipments for export, affecting all intermediate flour milling interests, particularly at Buffalo.

The proposed rate was on Sept. 30 withdrawn by the Western lines interested, and it has been reported that the flour millers who made contracts on basis of the proposed rate will sue for their losses.

DATING OF Bs/L.

The Commerce Commission has added to its several rulings on Bs/L. the following on the matters of (1) the issuance of bills of lading for shipments received by line carriers from switching lines, and (2) as applied to bills of lading issued in exchange for other bills of lading:

"(1) The Commission finds that line carriers generally issue bills of lading for shipments switched to them by other carriers. The lines performing the switching service, although they are the originating carriers, generally issue only switching tickets, which identify the shipment by car number and indicate the line carrier to which switching delivery is being made, but which do not indicate destination or consignee. Upon receipt of such switching tickets and of shipping instructions the line carriers issue bills of lading. Some carriers date such bills of lading as of the day they are actually made. Others follow the date upon the switching ticket. The latter practice was the occasion for our order of November 17, 1910. The bill of lading contains the contract for transportation to a named destination.

Such contract should be dated as of the day that it is actually made; that is to say, the day that such destination is indicated to the carrier and the shipment committed to it under the contract of transportation thereto. The practice of misdating bills of lading in such cases is not only a violation of the law against making false entries, but it has been the occasion for frauds upon purchasers under time contracts, to which frauds carriers should not be accessories.

"In cases where switching tickets show consignee and destination and are, in effect, informal bills of lading issued by initial carriers, we do not now perceive any objection to the issuance of more formal bills by line carriers, based thereon and conforming to the date thereof. Carriers should also note that bills of lading should correctly indicate the point of origin of shipments. In some cases carriers are asked by shippers to issue bills of lading purporting to show that commodities have originated at other points than those from which they are actually moved, this being for the purpose of securing a better price for such commodities in the market. In other cases bills of lading issued by intermediate carriers have not indicated that the movement was from beyond and that advance charges were carried. Such advance charges were, however, carried upon way bills and expense bills and losses were caused to receivers paying money upon the faith of such bills of lading. In such cases also unnecessary difficulties are met by agents of the Commission and others seeking to trace shipments. In all cases the point of origin as well as the day thereof must be correctly indicated upon bills of lading.

"3.—Each bill of lading issued in exchange for a bill of lading or receipt issued by another carrier should bear a distinct impress on its face of stamp substantially in the following form: This bill of lading is issued in exchange for bill of lading No. . . . issued at (place) on the . . . day of by the (carrier company)."

PROTECTION FROM LIGHTNING.

Buildings with metallic roofs that are properly connected with the earth are far better protected from lightning than those with rods. Buildings that are completely covered with sheet metal and well connected with the earth are practically lightning proof. Covered in this manner, buildings have been known to be repeatedly struck by lightning without the least damage. The sheet-iron granary, so common in the West, when well connected with the earth, may be considered lightning proof. The ground connections mentioned above may be made of metallic rods that extend well into the earth and are securely fastened to the metallic covering of the buildings.

In considering the form of lightning conductors, it is well to keep in mind the fact that a metal-covered building well connected with the earth is practically lightning proof, and that one with a metallic roof, well-grounded, is excellently protected, if not perfectly safe. If, then, the roof of a building possesses a metallic ridge, eave-troughs and down-spouts, these will afford very good protection if they are connected and well grounded.

The ground connection is a positive necessity, and too much care cannot be exercised in its construction. The earth is the great reservoir of electrical energy, and it is always at zero potential. If a discharge of lightning can be directed into the moist earth by a conductor, its energy is soon dissipated, but the ground connection must be of considerable area and extend well into the moist earth. A piece of galvanized iron pipe driven into the ground seven or eight feet makes a good "ground." Large buildings must have two or more such "grounds." The connecting wires must be securely fastened to the ground connections.

In the matter of conducting wires, the U. S. Weather Bureau recommends a No. 3 galvanized-iron wire (Brown & Sharpe gauge) as amply sufficient in size for ordinary lightning protection. If metallic down-spouts are used as conductors, the connections should be made with the "grounds" with rivet joints. Copper conductors give no better protection than iron if the iron is kept covered to prevent it from rusting.—Prof. E. S. Keene, Ag. Col., N. D.

Buffalo's legal authorities have decided that drying corn within the city limits is a nuisance on account of the odor, and the health commissioner has ordered it stopped.

Robert Steel, a farmer living near Billings, Mont., averaged 105 bus. of white oats, machine measure, on one tract of 750 acres, the grain weighing 48 pounds to the bushel.

The "Miracle Wheat," a sort of successor to the more or less notorious "Alaska Wheat," has been sold this year through the Brooklyn Tabernacle, or People's Pulpit Association, at the astonishing price of a dollar a pound. The extravagant claims for the seed attracted the notice of the Post Office Department, which has interrupted the business.

FIRES-CASUALTIES

The Ihm Elevator at Guttenberg, Iowa, was struck by lightning recently.

The Heedley & Elston elevator at Rich Valley, Minn., burned recently.

The plant of the Bowers Elevator Co., at Barlow, N. D., burned recently.

The Boscurvis Elevator at North Star, N. D., was burned to the ground recently.

The elevator of the Central Granaries Co., Rulo, Neb., was slightly damaged by lightning recently.

Gifford & Olds lost \$4,000 when their grain and feed store at Crowell, Texas, was destroyed by fire.

The elevator of the Perry Mill & Elevator Co., at Perry, Okla., was slightly damaged by lightning recently.

The elevator of the Farmers' Grain and Coal Co., Capron, Okla., suffered a small loss by fire September 27.

Fire recently damaged the elevator and warehouse of the Seldomridge Grain Co., Colorado Springs, Colo., to the extent of \$15,000.

Joseph Beareogziel, four years old, stumbled upon a belt conveyor at the American Malting Co.'s plant, Chicago, and was killed by the flywheel.

The grain elevators and storehouse of the Buchel Gin Co., at Cuero, Texas, were completely destroyed by fire recently, causing a loss of \$1,500.

The grain warehouses of L. Rochelus, Sheboygan, Wis., were destroyed by fire recently, cause unknown. The loss is estimated at \$10,000.

The elevator of the Planters' Elevator Co., Greenville, Texas, was destroyed by fire recently, with a loss of \$10,000, partly covered by insurance.

Two carloads of wheat were dumped into a small lake near Fergus Falls, Minn., when a freight train crossing a grade through the lake broke in two.

The offices and warehouse of the Malden Grain Co., Malden, Mass., were destroyed by an incendiary fire September 29. The loss was about \$5,000.

The plant of the Arizona Alfalfa Milling Co., Phoenix, Ariz., was totally destroyed by fire last month, entailing a loss of \$50,000, with no insurance.

The elevator of the Berlin Farmers' Elevator Co., Berlin, N. D., was totally destroyed by fire September 26. The loss of \$10,000 is covered by insurance.

Donlin & Ryan's Elevator at Delphi, Ind., was wrecked October 7, by a derailed train that crashed through one side of the building, causing it to collapse.

A fire was discovered in the elevator of the Medlin Milling Co., at Medlin, Texas, September 29, but prompt action reduced the loss to a few hundred dollars.

Fire in the plant of the Alberta Mill & Elevator Co., Edmonton, Alta., caused a loss of \$1,725. Insurance to the amount of \$4,250 was carried on the mill and elevator.

Fire in the broom corn store house of F. G. Smith, Wichita, Kans., resulted in the loss of \$500,000 to the building and surrounding property, and the death of five firemen.

The elevator of Charles Youngberg, recently purchased from the Farmers' Elevator Co., Eagle Bend, Minn., was totally destroyed by fire recently. Insurance of \$1,000 was carried.

The police of Batavia, N. Y., are investigating the cause of the fire that recently destroyed the grain store of R. J. Wigton. Indications point to the fire being set by an incendiary.

The offices of the Farmers' Elevator and Schulte's elevator, at Britt, Iowa, were broken into and robbed October 3. Three other places were robbed the same night. Little of value was taken.

The Farmers' Co-operative Elevator, at Grafton, Iowa, burst September 23, due to overloading; 6,000 bushels of grain poured on to the railroad tracks. The grain will be cleaned and restored. The loss to the collapsed building is \$4,500.

Defective electric wiring caused the total destruction of the hay and grain warehouse of White, Bower & Co., Denver, Colo., recently. The contents of the building were so badly damaged as to make the loss of \$40,000 a complete one.

The Woodbury & Elliott Elevator at Radley, Ind., was totally destroyed by fire, September 25. The elevator was struck by lightning but no flames were noticed for a half hour, when the entire building burst into flames. The loss on the building is estimated at \$8,000 and on the contents \$4,000, partly covered by insurance.

The Port Huron firm that bought the damaged grain on board the wrecked City of Genoa, that was sunk by the steamer Gilbert off Sarnia, Ont., has sold it to the American Cattle and Poultry Food Co., Binghamton, N. Y., for \$13,555. The Reid Wrecking Co. built a cofferdam around the ves-

sel, raised it and recovered the 100,000 bushels of wheat and corn.

Thomas Ryan & Sons, Buffalo, N. Y., have bought the 2,500 bushels of wet grain in the steamer City of Paris, that was struck by the Mauch Chunk in the Chicago River, September 20. The City of Paris proceeded on her voyage to Buffalo.

C. B. Gerard's elevator, at Elvaston, Ill., was struck by lightning recently and totally destroyed. There were destroyed 1,500 bushels of grain and a car of goods on the track next the elevator. The amount of insurance carried is not known.

Lightning struck the corn cob house of the Spellman Elevator at Lincoln, Ill., September 25. The cupola of the elevator was set on fire but the elevator was saved. The loss on the corn cob house and grain damaged by water did not exceed \$3,000.

A pail of gasoline left in the engine room of the government elevator at Roland, Man., exploded when the engine was started and the engine room was entirely destroyed. Robert Lytle was badly burned about the face and hands and was cut by falling glass.

The house of the Farmers' Elevator Co., at Freeman, S. D., was completely destroyed by fire, September 25. The cause of the fire is a mystery. There were 8,000 bushels of grain destroyed; loss partly covered by insurance of \$6,700 on building and contents.

John Boulton's elevator at Reading, Ill., was destroyed by fire, September 25. The cause of the fire is unknown. The building contained 22,000 bushels of oats. The loss is practically covered by the insurance of \$4,000 on the building and \$12,000 on the contents.

The house of the Empire Elevator Co., at Milbank, S. D., caught fire October 2, and was burned to the ground. The fire started about 11 a. m. from an unknown cause. The elevator is a total loss, and the contents, 10,000 bushels of grain, mostly wheat, is badly damaged, and practically a loss. Both building and contents were insured.

The west wing of the Neola Elevator Co.'s house at Perry, Iowa, collapsed recently, causing a loss of about \$1,000. A rainstorm the day after the accident increased the loss of the firm, as several thousand bushels of oats were damaged. The building had been recently strengthened by the addition of rods and braces and was considered safe.

The Snowden elevator at Lerna, Ill., burned to the ground October 3. The cause of the fire is unknown. Grant Bean, the present owner of the elevator, recently purchased from W. E. Ashbrook, had insured the building for about fifty per cent of its value the day before the fire. There was no grain stored in the elevator at the time of the fire. The elevator will be rebuilt immediately to take care of this year's crop of corn.

SOYA BEANS COMING THIS WAY?

The Chinese Maritime Customs, in a recent "Yellow Book," seems to anticipate a considerable movement of Manchurian soya beans to this country in the near future, or when the Changchun-Kiwin Railway now under construction shall have opened up the Sungari region to development. This road, it is expected, will be completed in about two years; and should the line be continued to the Korean frontier new districts would be thrown open, while the Chinchow-Aigun line, or at least a portion of it, would, if constructed, traverse a country where beans might thrive.

The eager competition to secure beans in Europe shows no signs of slackening, the same authority says; "and the North American continent appears to be about to enter the field as a consumer, for a large shipment of beancake has just been sent to Seattle, and there appears to be a very good opening for the product on the Pacific coast, where the heavy railway freights from the East have caused dairymen and feeders to look round for a cheaper feed than that which comes across the Rockies. With freight from Darien to Seattle at only \$4 gold per ton, a good market should be developed."

Soya beans are being grown in British West Africa, and experimental planting is carried on in practically every British colony; but it seems doubtful whether such experiments can meet with success in competition with the Manchurian product, which is raised under ideal climatic conditions and by the cheapest possible labor. The general impression prevailing seems to be, therefore, that the bean trade has a good future before it; that the time of stress through which it is passing will not last much longer; and that business will settle down when once normal conditions have been restored.

The Alabama State Fair was provided with a "corn palace" 48x48 feet square and 60 feet high, that housed the exhibits of nine agricultural schools in that state.

BARLEY and MALT

Canada's barley crop is estimated at 51,550,000 bus.

The Riverside Malt & Elevator Co., Riverside, Ohio, are installing a new dumping kiln floor.

D. D. Weschler & Sons Co., Milwaukee, Wis., are building a large addition to their pneumatic malting department.

The Colorado Malt & Barley Co., located at Longmont, Colo., are installing two new kiln floors for their malt house.

The National Malting Co., Chicago, Ill., have ordered one of the largest size "Eureka" dust collectors built by the S. Howes Co., Silver Creek, N. Y.

Barley that graded at Portland, Ore., early in the season, as "feed," is now being sold there as "brewing" at prices as high as \$31 per ton in the country; "choice brewing" only \$34.

The Northwestern Malt & Grain Co., Chicago, have ordered a model "Rich" ring barley grader from the S. Howes Co., Silver Creek, N. Y. The machine is for testing mail samples of barley.

The estimate of the barley production is 145,957,000 bushels, compared with 162,227,000 bushels last year, and 166,356,000 for the five year average. The yield per acre is estimated at 20.7 bushels, compared with 22.4 bushels last year, and 24.8 bushels for the five year average. The quality of barley was 84.9 compared with a ten year average of 87.5.

The department of plant pathology of the College of Agriculture, U. of Wis., at Madison, Wis., has been making special investigation of the barley blade blight disease during the past summer. While it is not possible at this time to publish definite conclusions, the authorities say it can be stated that the disease is caused by a fungus which not only destroys the blades but may attack the hull of the ripening barley and find there a place in which to live over the winter.

A large brewing company at St. Louis has brought east 1,200 tons of California barley via New Orleans and Mississippi River by barge. This is the first California barley ever handled at St. Louis. The grain was shipped from San Francisco to Balboa, thence over the old Isthmus of Panama Railroad to Colon, thence across the Gulf to New Orleans. This is almost twice the distance across the Continent, and yet it is said that the consignment will be delivered in St. Louis at less cost than barley is being delivered there from Wisconsin and Minnesota.

Barley dealers estimate there has been about 5,000,000 bu. Pacific coast barley sold to Chicago and other markets in the Central West. It is understood about 90 per cent of the available Coast barley has been sold and there will be little pressure from that source from now on. The barley has been moved east in remarkably quick time. Usually it takes three or four weeks for Coast barley to make the trip, but this fall it has been coming in ten days to two weeks. As a result tracks are overcrowded and the market has an easier tone except for best grades of barley.—Record-Herald.

THE BARLEY SITUATION.

The Government, says W. H. Prinz in the October number of the American Brewers' Review, "still claims that there was planted 7,038,000 acres of barley, which is 19,000 acres less than 1910. Why did the farmer plant less barley this year than last? He simply has no faith in the stability of barley prices. He remembers too well the low prices paid him in former years, and will not plant more barley until he is assured that he will get a fair price for it. In regard to the Government estimate in acreage, I know it is entirely too high.

"With regard to the yield per acre, the Government quotes it at 20.3 bushels per acre, against 22.4 bushels per acre for 1910, a loss of 2.1 bushels per acre. The average for the years of 1906 to 1910 inclusive is 24.5 bushels. So we are 4.2 bushels per acre short of this average. What the average bushel weight of this year's crop will be, the Government has so far failed to state, so we must await their final report, which I understand will be issued some time in October."

Elsewhere he says: "Where the price of barley will go I dare not say. I hope that something will turn up to give us some relief. The world's crop of barley is short, and prices high everywhere. The only country that we may get some barley from after all will be Canada. Her estimated crop for the year of 1911 is 51,550,000 bus. . . . We are using the surplus of the Pacific Coast that England used to get, so England will have to look to Canada for some of the barley, and then there is the high tariff of barley against this country. Russia, the largest barley raising country of the world, has been hard hit from the lack of moisture, and their barley

crop is very short, and so it is in the other principal barley raising states of Europe."

INTERNATIONAL BREWERS' CONGRESS.

The second International Brewers' Congress will be held at Chicago on October 18-22. The special meetings of the Congress will be divided into the following sections: I. Science of Brewing—(a) Chemistry, (b) Biology. II. Agriculture—Barley (Cereals), Hops. III. Practice of Brewing and Malting. IV. Materials, Cereals (ram, prepared), Miscellaneous. V. Engineering, Construction, Refrigeration, Machinery and Appliances, Fuel. VI. Sociology and Physiology.

The sectional programs will be announced daily at the general section meeting.

The American Exposition of Brewing Machinery, Materials and Products will be held at the Coliseum and will be officially opened on Thursday, October 12, at 2 p. m., and will remain open daily from 1 p. m. until 11:30 p. m., closing on Sunday, October 22, at 11:30 p. m. At the Exposition barley will be a leading feature—growing, estimating, grading, etc.

BARLEY IN WISCONSIN.

Bulletin 212 of the University of Wisconsin Experiment Station, by R. A. Moore and A. L. Stone, is devoted to "Barley Culture in Wisconsin" and gives the results of twelve years of work with barley in that state. The results are highly gratifying. The area under barley has been greatly extended, not only in the southeastern part of the state in the counties of which Milwaukee may be said roughly to be the radial point, but in all parts of the state, notably in the southern counties and in those along the Mississippi River. As to varieties, those that have proved to be the best yielders are the 6-rowed, known as Oderbrucker, Manshury, Silver King and Golden Queen. The seed of this stock is now systematically distributed by the Wisconsin Agricultural Experiment Association, composed of over 1,500 former students who grow selected barley seed and distribute the pure product in their own localities. By this method about 1,000 Oderbrucker centers were established in 1905, which were increased to 1,500 in 1910. At these centers both growers and seedsmen may obtain improved seed barley in quantities to suit their needs. So largely have farmers availed themselves of this opportunity of securing pure seed, the select Oderbrucker barley is said to have displaced the common varieties in a large number of whole communities, while the average yield for the entire state has been increased from 28.3 bus. to 25.6 bus. in the five years ending with 1910. Rust has not been materially affected by the Station methods, but losses from smut have been greatly reduced.

The Bulletin, which is made for the farmers, wisely reminds growers that in harvesting and marketing their barley care must be taken (to get the best price) not to put weather beaten or damaged barley on the market, but to use it for feed on the farm, and not to mix varieties when selling either for seed or for malting purposes.

ALGERIAN BARLEY.

The British Vice-consul at Philippeville, Algeria, reports that the crop year of 1909 (last reported upon) showed an increase in the harvest of Algeria barley of 40,000 tons. This grain is practically all exported from Philippeville to brewers in northern France.

Hitherto all attempts to interest British brewers in Algerian barley have been fruitless, owing to the presence of impurities (sand, stones, dirt, etc.) in the barley, and to the difficulties encountered by English buyers in finding sellers in Algeria worthy of confidence.

The Gov. General of Algeria has promulgated an order threatening with legal procedure and punishment for fraud any grain shipper in whose merchandise more than 4 per cent of foreign substances is found; and it is hoped that this order will remedy the existing condition; nevertheless the want of confidence in sellers presents greater difficulties than the dirt. And in explanation a case is cited that arose in October, 1908, where a cargo of 1,500 tons of barley sold to Leith turned out 50 tons short in weight, although it had been bought and paid for on the weight certified by the municipal weighers of Philippeville. This short weight represented a net loss of over £300 to the buyers which could not be recovered.

The barley from Philippeville has one great fault in the eyes of British brewers, compared with the barley of Smyrna and Benghazi, in that the grain is very irregular in size, while that of Smyrna is quite the opposite and has in addition a better color. "To a British buyer who has a barley-cleaning machine," says the British Trade Journal, "Algerian barley presents attractions which render it superior to that of Smyrna, but, without such a cleaning and grading machine, Algerian barley cannot be treated at its best in the United Kingdom. It is to be remarked, however, that all the north of France brewers buy, not in Smyrna, but in Algeria."

IN THE COURTS

The Court of Appeals at Frankfort, Ky., has ruled that growing corn is real estate and consequently a man cannot be indicted for stealing corn that is growing, but may be sued for trespass or damages.

The Finley Farmers' Elevator Co., Finley, Steele Co., N. D., have gone into involuntary bankruptcy. The firm had been in bad straits for quite a time and was in the courts last year because of weak finances.

C. H. McMurray has filed suit against the Capital Investment Co. and the Central Stock and Grain Exchange, of Chicago, charging that he has been defrauded of \$18,000 in the purchase and selling of grain through them, the losses covering a period of about fifteen years.

The suit brought by P. C. Yankee, trustee of the J. A. Harborn estate in bankruptcy, against H. C. Thompson, of the Thompson Grain Co., Wichita, Kans., to recover preferential payments made to Mr. Thompson by Mr. Harborn, resulted in the jury finding a verdict for \$600 for Mr. Yankee.

Douglas O'Neil, Houston, Texas, has brought suit for \$5,000 damages against the South Texas Grain Co., for injuries alleged to have been received while he was engaged as a laborer at the company's mill at Houston. O'Neil alleges that two fingers of his left hand were mashed in the machinery, July 31.

Hans P. Irven and Johanna Irven, of West Hoboken, N. J., trading as Benkes' Seed Store, filed a petition in bankruptcy recently, both as a firm and individually. The firm liabilities are \$5,734, with assets of \$6,214; Johanna Irven schedules liabilities of \$4,995 and assets of \$1,900; and Hans Irven has liabilities of \$60 and no assets.

The W. O. Kay Co., of Ogden, Utah, has brought suit for damages to the amount of \$345.70 against the Denver-Rio Grande R. R. The W. O. Kay Co. claims the road lost 3,790 pounds of wheat in transferring some shipped wheat from the original cars, and that the wheat was so mixed with cinders and dust that the consignees refused to accept it.

A suit brought by J. J. Wilson against McCarty & Bowers to recover \$187.50 for the sale of McCarty & Bowers' elevator at Bronson to W. H. Noble was decided in favor of J. J. Wilson. McCarty & Bowers claimed that the plaintiff had not been instrumental in making the sale and refused to pay the commission. The court allowed Wilson a commission of \$25.

The F. H. Peavey Grain Co. has sued Joseph Leiter for the recovery of money on matured notes aggregating \$300,000. In 1898 after Mr. Leiter failed in his great wheat deal he owed the F. H. Peavey Co. \$600,000, for which the company took his notes in the hope that it might sometime be adjusted. Now many creditors are hastening to file suits lest their claims against Leiter be outlawed. Suits to the amount of \$750,000 are contemplated.

People who bought stock in the Minnesota Grain Indemnity Co., from Sherman P. Norris, of Minneapolis, in order to form a grain pool, appealed from the decision of Referee in Bankruptcy Alexander McCune, who stated that these creditors had entered a gambling scheme and therefore had no just claims upon Norris. Judge C. A. Willard, of the United States Circuit Court of Appeals has decided that Norris can be compelled to show what he did with the \$108,000 given him by his clients.

Suit has been brought by the Elwood Grain Co., of St. Joseph, Mo., against the St. Joseph & Grand Island Railroad Co., to recover \$9,000 alleged to be due from charges made for handling grain. The Elwood Grain Co. bases its claims on a contract made in 1899 between the railroad and Harroun Bros. Grain Co., whose assets the Elwood Grain Co. purchased. The railroad company claims that the ruling of the Interstate Commerce Commission forced it to lower its rates and annul the contract with Harroun Bros.

Morris Kronick, of the North Adams Flour and Grain Co., North Adams, Mass., recently pleaded guilty to the charge of selling 48 pounds of rye as a bushel, instead of the legal weight of 56 pounds. Kronick stated that the company seldom dealt in rye and that he bought this on a special order and sold it before the bill came in, supposing that it weighed the same as barley. He made all discrepancies good, and as the sales were due to misunderstanding and not an intention to defraud, he was assessed a nominal fine of \$5.

The trustees of the Durant & Elmore Grain Co., and its subsidiary, the Oneonta Milling Co., have reported to Referee in Bankruptcy E. A. King. The claim of the Durant & Elmore Co. against the Oneonta Co. was fixed at \$100,000 to both sets of creditors. The Oneonta Co. reported \$38,000 cash on hand and wished to declare a dividend of ten per cent on claims to the amount of \$171,000. The petition for a 10 per cent dividend was granted. The trial of Gibson Oliver, under indictment for

grand larceny in connection with this failure, has been adjourned for the second time due to Oliver's illness, and is set for November 20.

The elevator at Selden, Ohio, will be sold to satisfy a mortgage of \$500, with seven per cent interest for a year, held by W. H. Burnett of Selden, on the property of N. M. Jones and Alta Jones.

Attorneys for the Cellas and Samuel Adler filed briefs in Washington, D. C., September 30, alleging that Congress sanctioned the operation of bucket snops when in 1901 it amended the war revenue bill by including as proper and legal subjects for taxation all persons or corporations "who conduct what is commonly known as bucket shops." The counsel for the operators are attempting to block the efforts of the Department of Justice to obtain a reversal of the decision of Justice Wright declaring the law unconstitutional.

One of several suits growing out of the destruction by fire of the Tucker Elevator Co., on March 7, 1910, is now being tried in the Circuit Court at Kankakee, Ill. There are four other suits pending, and 15 or 20 more are contingent upon the outcome of this suit. The present suit was brought by Matilda Brosseau, executrix of the Brosseau estate, against the Tucker Grain Co., to recover \$1,094 for corn that was stored in the elevator by her husband at the time the elevator was burned. The question at issue is whether the title to the grain was in the elevator company or in Brosseau at the time.

Robert Alexander, who operates a grain elevator at Buck Creek, Ind., has filed affidavits charging Edmund Cheesman and his wife with obtaining money on misrepresentation, and conspiracy. He claims that on October 8, 1910, the Cheesmans sold him 300 bushels of corn, to be delivered on or before December 8, 1910, on which he advanced them the sum of \$100. He avers that the corn was not delivered to him, but was sold to other parties, and the money advanced was not returned. Mrs. Cheesman asserts that the allegations are true but claims that they intended to return the money.

In the case of McCarty & Bowers, grain dealers of Bronson, Kans., versus J. B. Gilliam, William McKinley, and the Moran Grain Co., the jury rendered a verdict for the defendants. Gilliam and McKinley had purchased seed flax from McCarty & Bowers with a contract to sell the crop of seed to them when harvested. This fall the farmers sold their seed to the Moran Grain Co. for a better price, and McCarty & Bowers brought suit to recover the profit they would have made on the sale of the crop. The farmers offered to pay the amount of the note but the Bronson firm refused.

ARBITRATION DECISIONS.

The following decisions by the arbitration committee of the Texas Grain Dealers' Association are kindly furnished by Secy. Gibbs:

NON-DELIVERY OF HAY.

The Howe Grain & Mercantile Co. vs. Texas Grain & Elevator Co.—Kent Barber, A. B. Crouch and R. T. Dorsey, committee.

Claim filed by The Howe Grain & Mercantile Co. of Howe, Texas, against Texas Grain & Elevator Co. of Fort Worth, Texas, wherein plaintiff seeks to recover \$34 for defendant's failure to deliver a carload of hay. J. A. Hughes being interested, R. T. Dorsey was appointed arbitrator in his place. Both parties appeared in person.

The testimony before us shows that on April 1, 1911, plaintiff bought from defendant a carload of "Choice Colorado Alfalfa" hay at \$19 per ton delivered Dilley, Texas, immediate shipment, arrival terms and subject to inspection. The confirmations of both parties substantially agree. The defendant invoiced the hay to the plaintiff April 10, 1911, car C. R. I. & P. 36315, said to contain 24,000 pounds; and the plaintiff in turn invoiced the Edmonstone Mercantile Co. at Dilley, Tex., all papers arrival terms. The shipper of defendant made a demand draft, whereupon defendant had same returned for correction. In the meantime, the hay was destroyed by fire on the rails of the I. & G. N. Ry., when the original shipper appears to have made claim on the railway company for the loss of the car, and thus the bill lading for the hay never reached either plaintiff or defendant. Considerable correspondence passed between the plaintiff and defendant.

On May 9, 1911, defendant wrote plaintiff advising receipt of information that the car had been burned in transit, and on May 11, again wrote plaintiff conveying positive information of the destruction of the car by fire while in transit, and also stating that the shipper had probably filed claim against the railway company; also stating that defendant's first advice as to the destruction of the car was not clear and explicit, there being some error as to the car number, etc. Plaintiff then informed the Edmonstone Mercantile Co. that the car had been burned in transit, and therefore delivery could not be made. Plaintiff's customer then made claim of \$25 for

damages on account of failure to deliver the hay; and this \$25 is incorporated as a part of plaintiff's claim against defendant. Plaintiff had a profit of \$9 in the sale made to the Dilley firm.

The defendant claims that it complied with its contract by having the shipment made to Dilley and that it should not be held for any part of plaintiff's claim, for the reason that the hay was burned while in transit and through no fault or neglect of defendant. The contract between plaintiff and defendant clearly shows that the defendant undertook to deliver the hay at Dilley, and as plaintiff was never placed in possession of the bill of lading, or evidence of shipment that would transfer the ownership of the hay, we are of opinion that plaintiff should recover. We think that defendant was negligent in failing to advise plaintiff earlier of the loss of the shipment. It is true that the negligence of the shipper and railway company, defendant's agents, caused this delay on the part of defendant; but for this plaintiff ought not suffer.

We will award plaintiff the \$9 profit earned in the sale to Edmonstone Mercantile Co., but will eliminate the item of \$25 claimed by the Dilley firm from plaintiff, as it is in evidence that the Dilley parties would make a demand for reduction in price, they having been offered hay at a lower price, and then the damage is not clearly established.

It is, therefore, ordered that the Texas Grain & Elevator Company promptly pay to The Howe Grain & Mercantile Company, at Howe, Texas, the sum of \$9; and the secretary is directed to return the deposit fee of the plaintiff.

REFUSAL TO RECEIVE GRAIN.

J. H. Shaw vs. Wichita Mill & Elevator Co.—J. A. Hughes, A. B. Crouch and R. T. Dorsey, committee.

Claim filed by J. H. Shaw of Enid, Okla., against the Wichita Mill & Elevator Co., wherein plaintiff demands the sum of \$72.44, alleged to be due on account of defendant's refusal to receive a carload of wheat. Kent Barber being disqualified, R. T. Dorsey was appointed arbitrator in his place. The plaintiff was represented by Kent Barber, and the defendant by R. M. Kelso.

We find from the testimony that on January 18, 1911, the plaintiff wired defendant, offering a carload of No. 2 hard wheat at \$1.13 delivered Texas group 1, ten days' shipment. On January 19, 1911, defendant accepted this offer by wire, but stipulated group 1, ten days' shipment; and in confirming by mail as to time stated "Rush all possible." The plaintiff in confirming by mail stipulated shipment within ten days.

It is therefore clearly established in our minds that a sale was made for shipment within ten days; and as defendant's wire acceptance was sent Jan. 19, the contract would expire, after deducting the date of sale and one Sunday, on Jan. 31, 1911. The defendant instructed plaintiff to ship the car to Burkburnett, Texas.

On Jan. 31 defendant, having received no advice of shipment, wrote the plaintiff, in substance, that if the car had not been shipped within contract time, plaintiff had better take the matter up with defendant before making shipment. Plaintiff says that this letter was received by him at 11 a. m., Feb. 2, when he immediately called up his shipper, who advised him that the car had been shipped, and that the bill of lading was in the mail. The plaintiff wrote defendant on Feb. 2 in answer to defendant's letter of Jan. 31, advising that the car had been shipped before receipt of said letter.

On Feb. 4, 1911, defendants wired plaintiff as follows: "Unless shipped according contract, cancel purchase Jan. 18." The plaintiff wired defendant on same date as follows: "Wheat shipped before cancellation received."

The plaintiff let the car go forward; and on its arrival, defendant declined to apply it on the contract, claiming that since shipment was made on Feb. 2, it was not made within contract time. After considerable wiring between the parties, no agreement being reached, the plaintiff sold the wheat elsewhere, and rendered a bill for his loss at \$72.44, which defendant declined to pay.

The plaintiff relies upon Rule 7 of Texas Grain Dealers' Association Trade Rules, and maintains that in accordance with this rule the contract was in force until cancelled by the defendant.

The first part of Rule 7 makes it the duty of the seller to advise the buyer, when he finds that he will not be able to complete a contract within the time limit; and in this case the seller did not so notify the buyer. We construe the latter clause of Rule 7 to mean that the buyer has the option of extending the contract, and certainly he cannot consistently cancel a contract until he knows whether or not the shipment has been made. In the case before us, the defendant did not know the shipment was not made in contract time until the papers were presented, which seems to have been on Feb. 7, 1911.

We therefore find in favor of the defendant, and assess the cost of arbitration against the plaintiff, J. H. Shaw, and the secretary is directed to return defendant's deposit fee.

Note.—The plaintiff has given notice of an appeal to the Tri-State Board of Appeals.

FIELD SEEDS

Kaffer Bros. of Minooka, Ill., have bought the seed business of Chas. S. Culver at Joliet.

The N. J. Olsen Co., Moorhead, Minn., recently shipped a car of timothy that invoiced over \$7,500.

A Florida farmer reports that he has made a fine crop of Kaffir corn near Kissimmee without fertilizer.

The Maine Seed Improvement Association's first corn and fruit show will be held at Portland on Nov. 6-11.

The Massachusetts Corn Show will be held at Springfield on Nov. 15-17, under the management of A. D. Farrar.

Chase County, Kan., handling through Cottonwood Falls, to Sept. 15 shipped this fall 15 cars of alfalfa seed, with probably as much more to be marketed.

Emmer at the Nephi, Utah, station this year yielded 57.3 bus. per acre this season, and is attracting some attention in the state as a possible dry-land crop. Seed is selling at about \$10 per bu.

Kansas has so much shriveled wheat that the experiment station has issued a warning to test it before seeding. Some seed from western Kansas tested by the agronomy department of the college showed germination as low as 59 per cent.

Wayne County, Ia., makes a specialty of timothy seed, and this year made a yield valued approximately at \$1,000,000—the largest yield of any county in the U. S. One buyer from July 27 to Sept. 1 handled 26 cars at an average of \$5 to the grower.

A check for \$8,070.70 was drawn on Sept. 14 by the Illinois Seed Company for a car load of timothy seed containing 62,080 pounds. The seed was of only fair quality. This is the highest price ever realized in the Chicago market for a car load of timothy seed.

The London Corn Circular says "the seed trade opens there with an experience unparalleled since 1868, when drought was as severe as this summer. German and Russian values are in keeping with America; France follows on similar lines, but prospect there is improving."

"Hamas," a widely advertised dry-land crop, supposed to be the Russian article, has been declared by the Bureau of Plant Industry to be just the ordinary "chick pea," called in Colorado sometimes the "Italian pea." It is very drought resistant, but the yields have been greatly exaggerated, averaging not over eight bushels per acre. The crop is planted and tended like the garden peas.

There having been numerous reports of cattle poisoning from eating flax seed screenings, Prof. Ince of N. D., after examining and feeding tests, finds sufficient hydrocyanic acid in the seed bolls of flax to warrant the conclusion that "it is clearly evident that flax seed screenings do contain an active poison, prussic acid, in sufficient quantity to cause death of animals even when the screenings are fed in moderate quantity."

EUROPEAN SEED CONDITIONS.

R. Liefmann Söhne Nachf., Hamburg, Sept. 5, among other things regarding crop conditions reports (in part): "The white clover crop is very good and of finest quality in general, but market continues to rule high owing to shortness in supply being faced by an active demand, especially from abroad, our home consumption not having filled requirements as yet. Later on, when the farmers are through with field work and thrashing, seed is bound to come on the market very freely, and in our opinion a heavy decline in prices is inevitable."

"Alsike is a very good crop with fine qualities, but bulk of seed moves in winter."

"Red clover fields which should produce seed this September have suffered largely from severe frost last winter and also were injured by mice during the spring to a great extent. Then came weeks of tremendous heat, burning up the plants on in light soil, while on heavy soil the plants were able to resist the drought a little longer, though remaining short in straw. In spite of the great scarcity of forage supply throughout the seed producing districts the fields on heavy soil will be allowed to go to seed, because the plants are so low that it would not pay to cut them for hay. These plants will yield seed, but how much remains to be seen. In some scattered sections it has rained lately, and this improved the condition of clover fields. However, these are now being cut without delay in order to furnish fodder for stock, for we have not experienced a similar feed famine for a great many years past. The foregoing applies to practically all Europe."

"On the other hand, in Russia the clover fields are said to show a very rank growth, causing the plants partly to lie on the ground, and from this reason a moderate crop is expected in that important country. From the other seed raising territories about 25 per cent of an average crop is being looked for. Austria anticipates a weak average crop. England looks for a small crop of fine qualities, and Chili is said to

have a light crop; in Italy about 50 per cent of an average, with qualities reported to be badly sprinkled with buckhorn.

"The alfalfa carry over from last season was considerable, in fact larger than for twenty years past. So far the outlook in France and Italy is for a good yield. The Russian crop is reported to be less than previous year, but old stocks of Russian are enormous."

"Timothy crop prospects very moderate. Most of the principal seed raising districts either have no seed to offer or even will be compelled to purchase seed for sowing purposes."

THE NEBRASKA SEED LAW.

The Nebraska seed law, made by the last legislature, seems to have been so badly constructed by its framers that it is practically unworkable, although it was enough to drive the seed laboratory of the U. S. Dept. of Agriculture out of the state.

In the first place, the law requires all fees to be paid into the state treasury, but no provision is made for getting it out, even to pay cost of original equipment or running expenses, and, in the second place, in one section the purity of seeds is required while in another section a very broad latitude of impurities is allowed in the same seeds, so that no definite standards are made. The worst feature of the situation is that the passage of the law drove out of the state the Dept. of Agr. Seed Laboratory, where seeds were tested free, while now if the law is put into effect at all it will cost the farmer 50c a sample for analysis and no tests will be made for regular seedsmen except of samples voluntarily taken by state inspectors.

BUFFUM AND HIS EMMER.

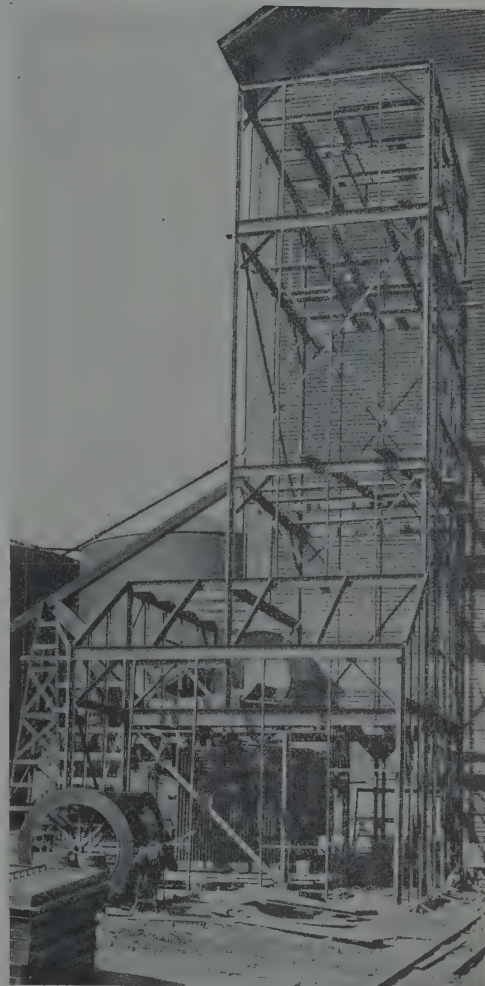
Prof H. C. Buffum of Wyoming is not in "Who's Who in America," not having achieved a dubious notoriety. He is, however, a plant breeder of considerable distinction, formerly a state official, but now engaged in plant and seed breeding. In the course of his experiments Buffum got hold of winter emmer, a grain often wrongly called spelt, which had recently been introduced into the United States by the Agricultural Department. It seemed a good grain to try out in Wyoming, since as a rule winter grains give larger yields than those planted in the spring and they can be more cheaply produced and succeed better with less moisture. By throwing the winter emmer under unusual conditions of soil and treatment, its appearance, habit and constitution were so disturbed that several mutations, or "sports," were secured, and these are so far beyond the original that one would hardly recognize the new product. The new grain partakes of the nature of alfalfa and emmer. Some single heads have been grown which weigh half an ounce. So prolific is the grain that in three seasons Prof. Buffum succeeded in increasing it from the first sporting plants to more than 710 bushels, threshing machine measure. It appears to thrive on cold and dryness. Its food value—and here is the revolutionary aspect of the case—is that of corn. Of it Prof. Buffum himself said to the Boston Transcript: "It promises to be the most valuable feed grain the farmer or stockman can raise. . . . It should take the place of corn for stock feeding in the western country, where the cool nights or the short seasons interfere with obtaining large yields of corn. It produces well where the summers are so hot that the weather interferes with the growth of spring grains. . . . It is good for cattle, horses, sheep or swine."

"Prof. Buffum is a scientist and as a rule he does not go outside of his vocation. But if you can get him in a corner—as this writer had the chance to do—he will depart for a moment into the field of economics and tell you what emmer will do for the high lands of the West like Wyoming. If emmer succeeds it will mean that the intermountain stock-raising states will be able to fatten their own animals. Hitherto the Middle West, the corn-raising states, have had that business. Within a few years this will not be so. Emmer, growing on otherwise idle land in the cold months of the year, will be transferred by a simple chewing process into live meat, and the mournful 'beefs' hereafter will go direct to the slaughter house, not stopping off for their usual Iowa respite. I told this to a farmer of many acres in Iowa. He seized pencil and paper. 'Give me that man Buffum's address,' he said. 'He's the sort of cuss that keeps us jumping.'"

The Agricultural Department has given notice that 23 lots of imported red clover seed, presumably from Chile, 370,000 lbs. in all, imported since July 1, 1910, were affected by dodder. Most of this seed, it is said, has gone into the southern part of the clover-producing region where this dodder will undoubtedly prove disastrous. This Chilean clover seed is itself especially fine looking seed, being dark colored and approximately fifty per cent larger in size than ordinary red-clover seed produced in the United States. It will, therefore, doubtless receive a ready sale on account of its fine appearance.

The Ellis

Drier Co.



STEEL FRAME BEFORE COVERING

Showing steel frame work of Indianapolis Elevator Co.'s new drying plant at Indianapolis, Ind. Capacity 850 to 1000 bushels per hour

It's Nature's Nearest Way

Postal Teleg. Bldg.

Chicago

U. S. A.

LATE PATENTS

Issued on September 12, 1911.

Door for Grain Cars.—James W. Wheeler, Palmyra, Neb., assignor of one-half to Elliott Lowe, Lincoln, Neb. Filed November 8, 1910. No. 1,003,308.

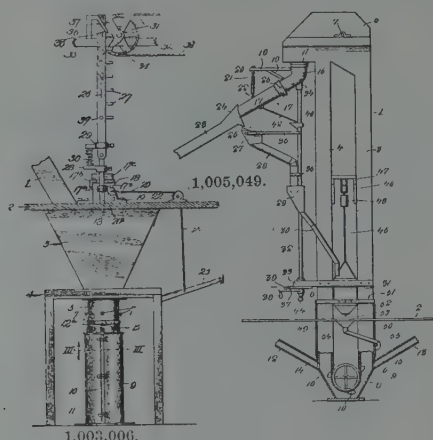
Chaff Separator.—Charles F. Hupner, San Francisco, Cal., assignor of one-half to Eliza T. Wilson, San Francisco, Cal. Filed August 29, 1910. No. 1,003,138.

Feed Packer.—Robert Maxwell, Peru, Kan., assignor of one-half to Henry C. Draver, Kansas City, Mo. Filed August 19, 1909. No. 1,003,006. See cut.

Issued on September 26, 1911.

Belt Fastener.—William H. Bristol, Waterbury, Conn. Filed December 24, 1910. No. 1,004,356.

Power Belt.—Bert T. Stidworthy, Netcong, N. J. Filed April 29, 1911. No. 1,004,308.



Car Seal.—Charles H. Bull, Chicago, Ill. Filed March 20, 1909. No. 1,003,980.

Issued on October 3, 1911.

Packing Augur for Bag Filling Machines.—Joseph F. McLaughlin and Willard Smith, Bloomfield, Ind. Filed April 25, 1911. No. 1,004,804.

Grain Elevator.—Thomas C. Lorenzen, Upland, Neb. Filed March 25, 1911. No. 1,005,049. See cut.

AGRICULTURAL PROSPECTS OF AUSTRALIA.

West Australia has certainly made rapid strides in agricultural development during the past five years, due largely to the encouragement given by the government. They have in a great measure adopted the Canadian principle of settling the people, and results seem to justify the experiment. "I could not say that I was pleased with the character of the soil generally, although there are some very good stretches of agricultural land within the rainfall area," says a correspondent of the London Corn Trade News; "at the same time a very large quantity could only be classed as poor land, but even the poor land is returning fair crops of wheat when properly cultivated and manured; and if the government maintain their present policy of assisting settlers there is no doubt the wheat acreage will increase at the rate of half a million acres per year, provided the seasons continue favorable.

"A peculiar thing about the rainfall in West Australia is that while they only get from eight to fifteen inches in what is known as their wheat belt, this falls at a most convenient time. It usually commences to rain about April and falls at intervals up to October, when what is known to them as the dry season sets in and they scarcely receive any more rain for the following six months. This, however, suits wheat admirably; and the soil being of a very friable nature, it is easily worked and responds well to manure.

"While there I was told on very good authority that they have quite 50,000,000 acres of land suitable for wheat growing; in fact, this acreage was extended by one old resident to 80,000,000 but reduced by others to 30,000,000. However, there is sufficient evidence already in the land under cultivation to convince anyone that wheat can be grown even on their poorest soils to special advantage if cultivated properly and in what is known as their forest country. I should think they might very well expect a crop of 7 to 10 million bushels this year, although this will of course depend largely upon the rainfall they get this month and next."

The first shipment of new ear corn reached the Cincinnati market on September 21, consigned to the Trent Milling Co. According to the Cincinnati representative of the company, the price at which it sold, 62 cents a bushel, is 10 cents higher than the figures for last season, although corn did not come into the 1910 market until a month later.

MORE ELEVATORS FOR CANADA.

In order to meet the big demand which is being caused by the increase in the grain output of the West, the Canadian Northern Railway Co. will shortly increase the storage plant to their elevators at Port Arthur, says Consul General John E. Jones, Winnipeg, Manitoba.

The Canadian Northern elevators at Port Arthur are the largest in the world and have a total capacity of 7,000,000 bushels. They consist of an original structure and two annexes. The receiving capacity is 40 cars, shipping capacity 120 cars, and cleaning capacity 15 cars per hour. Each house has 80 circular tanks and 63 intermediate spaces, and the grain storage construction is of fireproof tile.

The Canadian Northern Railway handled, in 1910, 32 per cent of western Canada's crop. This shows a 12 per cent increase in five years as compared with 1905, when the company only handled 20 per cent. This year the Canadian Northern expects to handle 40 per cent of the yield. Last year the Grand Trunk Pacific handled about 7 per cent and the Canadian Pacific Railway 61 per cent.

In Manitoba, there is an elevator capacity of 22,000,000 bushels, an increase of 772,000 bushels over the year 1908. The number of elevators erected in Saskatchewan in 1909 was 219, while the storage capacity was increased from 17,924,500 to 24,279,000 bushels. In Alberta, the elevator capacity has almost doubled, it being at present 8,050,400 bushels, as against 4,092,400 bushels in 1908. In the western provinces, west of Winnipeg, there are approximately 1,763 elevators in active operation, with a storage capacity of 54,234,900 bushels, an increase of 11,197,500 bushels.

It is probable that a yearly increase of storage capacity will be part of the elevator program for a considerable time henceforward.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE—IOWA ELEVATOR.

Iowa elevator for sale. For information write JAMES McDONNELL, Trustee, Adair, Iowa.

TWO ELEVATORS FOR SALE.

Two grain elevators for sale; include coal house, corn crib, office and residence. Price \$5,200. Address M. E. CARDWELL, Rockwell, Iowa.

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

ST. LOUIS ELEVATOR FOR SALE

For sale on favorable terms, all or part of 50,000 bushel modern grain elevator, at St. Louis, Mo.; also 100 car hay warehouse, with established and profitable local trade, and ideal shipping facilities. Address ST. LOUIS, Box 10, Care "American Elevator and Grain Trade," Chicago, Ill.

TERMINAL ELEVATOR FOR SALE.

Terminal Elevator at Minneapolis, Minn., for sale. Good storage and working house. Valuable trackage. Reasonable price and terms. Also country elevators in Iowa, North and South Dakota. Write for particulars. Address MINNEAPOLIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fireproof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

MACHINERY

ENGINES FOR SALE.

Gasoline engines for sale; 5, 7, 10, 20, 30 and 45 horsepower. TEMPLE PUMP CO., 15th Place, Chicago, Ill.

MOTOR FOR SALE.

For sale at a bargain: Direct Current Motor, 7 horsepower. WM. HERELY CO., 319 W. Chicago Ave., Chicago, Ill.

INCREASE YOUR BOILER CAPACITY.

Before you buy boilers ask about our attachment. Increases capacity; often avoids necessity for additions. Address SWEENEY BOILER CO., 1636 Monadnock Block, Chicago, Ill.

FEED GRINDER AND SHELLER FOR SALE.

We have for sale: One Scientific Feed Grinder and Crusher, Style L 1, price \$25; One No. 14 Western Warehouse Sheller, price \$25. Both machines in first class condition. A. H. WEBBER & SON, Padua, Ill.

ENGINES FOR SALE.

Buckeye, Bates Corliss, Bullock, Atlas, and New York Safety Engines for sale. Various sizes. Also two Ingersoll Air Compressors. Will sell at bargain. OAKDALE IRON COMPANY, 1119 McCormick Bldg., Chicago.

BEAN CLEANER FOR SALE.

For sale: One No. 37 Clipper Bean Cleaner, with traveling brush, in good condition. Reason for selling, have bought larger machine, same make. If interested write, as this is a bargain. RELIANCE MILLING CO., Vassar, Mich.

FOR SALE CHEAP.

For sale cheap: One No. 1 United States Pitless Corn Sheller, capacity eight hundred to one thousand bushels per hour, good condition; One No. 2 Victor Warehouse Corn Sheller, capacity five hundred to seven hundred bushels per hour, very little worn; One 10-in. Boss Car Loader, good as new; One Sturtevant Fan, 24-in. diameter, good as new. CRABBS-REYNOLDS-TAYLOR CO., Crawfordsville, Ind.

REBUILT MACHINERY FOR SALE.

List of rebuilt machinery standard makes, late designs, carefully overhauled, and shipped to responsible parties on open account.

ATTRITION MILLS.

One 18-in. Engelberg; one 24-in. Foos; one 24-in. Cogswell.

CYCLONE DUST COLLECTORS.

Three No. 5, 6 No. 6, 4 No. 7.

GRINDING MILLS.

One No. 10 Bowser grinder; one 9x18 three pair high Noye; one 9x14 three pair high Wolf; one 7x18 three pair high Bradford.

CORN SHELLERS.

One No. 1 and one No. 2½ Western.

SCALES.

One Howe Wagon Scale; Dormant scales, 100 to 1,000 pounds capacity.

SEPARATORS.

One No. 2½ B. & L. Warehouse; one No. 4 Montoir receiving separator; one No. 0 Richmond receiving separator.

SCOURERS.

Two No. 7 Eureka for elevator work, capacity 4 to 5 hundred bus. per hour.

GASOLINE ENGINE.

One 34 H. P. Miami, Gas or Gasoline Engine. ORVILLE SIMPSON CO., Successors to The Straub Machinery Co., Station A., Cincinnati, Ohio.

99

For twenty-five years 99 Board of Trade has led as headquarters for latest grain news and descriptive literature covering world's crops. Wagner Letter Wagner Crop Booklet, Hix Almanac—"Grain Investments" sent on request. Write to 99.

E. W. WAGNER & CO., 99 Board of Trade, CHICAGO

MACHINERY

MOTOR FOR SALE CHEAP.

One 4-cylinder Brennan motor for sale cheap. Not run 30 days—good as new. Cylinders 7-inch bore by 6-inch stroke. Two complete ignition systems, imported Bosch magneto, oil and water pumps, 2 sets spark plugs, Phanistock vibrating coil, 2 fly wheels. Paid \$950 cash for this motor, f. o. b. Syracuse, N. Y.; will sell for \$650 cash, turning over builders' guarantee, or will trade for lathes, milling machines or shapers. Just the motor for tractor, truck or boat. Address G. W. MORRIS, Racine, Wis.

REBUILT MACHINERY FOR SALE.

FEED MILLS—6x15 Barnard and Leas, 6x18 Rickerson, 7x14 Great Western, 7x14 Odell, 7x14 Nordyke & Marmon, 9x24 Barnard and Leas, all two pair high. 6x20 Challenge, 7x14 Richmond, 9x18 Noye, 9x18 Smith, 9x24 Alfree, 9x30 Wolf, all three pair high.

ELEVATOR BELTING—1,200 feet 22-inch 6-ply Rubber Belting with 20x6 Buckets Attached at 50c per ft. Rubber, cotton and canvas belting, buckets, bolts.

ALL SIZES AND MAKES OF

Roller Mills	Corn & Cob Crushers
Attrition Mills	Separators
Reels	Disc Feed Mills
Sifters	Corn Shellers
Buhr Mills	Brush Machines
Dust Collectors	Water Wheels
Purifiers	Pulleys
Scourers	Shafting

Leather, Rubber, Cotton and Canvas Belting and Elevator Supplies. Write for "Gump Bargains" No. 2A, giving complete list of all machinery in stock. B. F. GUMP CO., 431-437 So. Clinton St., Chicago, Ill.

SCALES

SCALES FOR SALE.

Scales for elevators, mills, or for hay, grain or stock; new or second-hand at lowest prices. Lists free. CHICAGO SCALE CO., 299 Jackson Boulevard, Chicago, Ill.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

SECOND HAND COTTON GRAIN BAGS.

Second hand cotton grain bags for sale, from 100 to 5,000. For terms, write FOELL & CO., 123 Market St., St. Louis, Mo.

ELEVATORS BOUGHT AND SOLD.

I have elevators for sale in all the grain belts, also buyers for all kinds of plants. Write me. R. W. JETER, The Elevator Salesman, Ashton, Ill.

ENGINES AND BURR MILL FOR SALE.

Have for sale the following: Second hand 15 horse power gasoline engine, nearly new and in good condition; Second hand vertical French burr mill; Second hand 2 horse power gasoline engine, used but little. For information inquire of S. B. MERRITT, Prattsburgh, N. Y.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS

COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special AttentionPhone
Harrison 7228Orders in Futures
carefully executed

MACHINERY WANTED

OAT CLIPPER AND SEPARATOR WANTED.

Am in the market for a large oat clipper; also large oat and wheat separator, either new or rebuilt. Address W. H. McCORMICK, Billings, Mont.

WANTED TO BUY.

We are cash buyers of second-hand grain elevator machinery of all kinds; belting, shafting, buckets, hangers, power transmission and conveying machinery of all descriptions. Send us a list of what you have to offer. THE CLINTON SUPPLY CO., 117 So. Clinton St., Chicago, Ill.

Grain and Seeds

SEEDS FOR SALE.

Orchard Grass and Kentucky Blue Grass seed for sale. Ask for free booklet, samples and prices. Address LOUISVILLE SEED CO., Louisville, Ky.

MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

ALFALFA SEED

Utah and Idaho grown. We are the largest primary dealers in the west and received highest award at Exposition Universelle, Paris, France, 1900.

THE C. A. SMURTHWAITE GRAIN & MILLING CO.
OGDEN, UTAH
Est. 1887



Headquarters for
WISCONSIN GROWN
TIMOTHY and CLOVER
Also

DRY LAND MONTANA
GROWN ALFALFA

Rosenberg & Lieberman
MILWAUKEE, WIS.
Est. 1860

SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

6000 HOGS

are eating damaged grain in our pens. We buy all kinds of damaged feed in car lots. Wire us about your troubles. Cholera immune weaned pigs, feeders and brood sows always for sale.

UTILIZATION CO., GRAND RAPIDS, MICH.

GRAIN RECEIVERS

BALTIMORE

JOHN M. DENNIS, Pres't.
FERDINAND A. MEYER, V.-Pres't.
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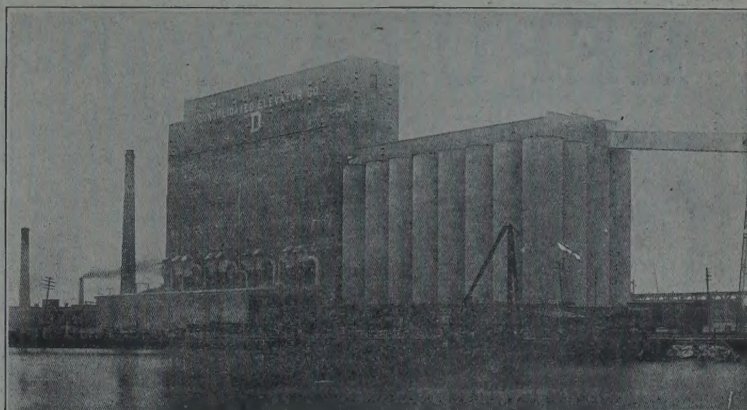
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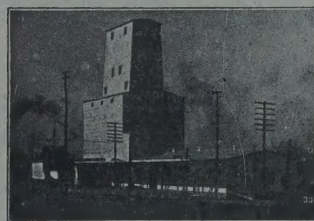
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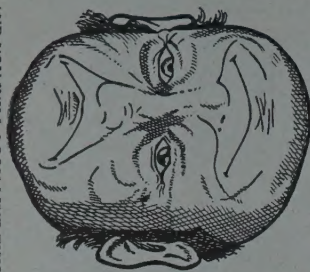
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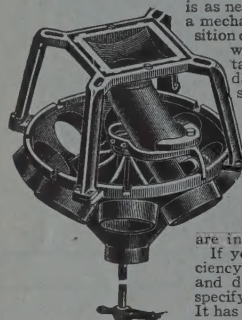
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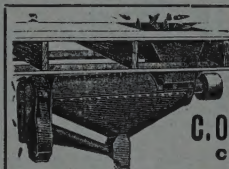
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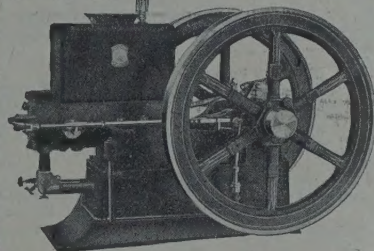
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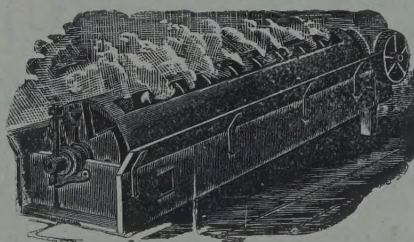
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